

Eric Cannon
30(b)(6)

Highly Confidential
Salt Lake City, UT

September 13, 2004

42 (Pages 162 to 165)

<p>162</p> <p>1 you swing outside the panel we reimburse at standard 2 benefits. If you remain in panel we reimburse 3 preferred benefits.</p> <p>4 Q. What are the standard benefits for 5 physician administered drugs for those products that 6 allow members to swing outside the panel?</p> <p>7 A. It will vary by -- by group. And so your 8 standard benefit may be to be reimbursed -- you know, 9 you have a 20 percent co-insurance, whereas your 10 preferred may be less. Standard benefits may have you 11 paying the difference between a billed and allowed or 12 the provider has the opportunity to balance bill with 13 each member.</p> <p>14 Q. Does IHC Health Plans pay providers that 15 are outside of its panel anything different than it 16 pays providers that are included in its network?</p> <p>17 A. No, we do not pay more than they're 18 allowed. Although if you let me clarify that. 19 If you're outside of the network and it's 20 an emergency situation, as I understand it we could be 21 required to pay for billed charges, although we may go 22 to that provider and try and negotiate.</p>	<p>164</p> <p>1 Q. One more fee schedule. 2 (Exhibit Cannon 013 was marked for identification.) 3 Q. BY MR. EVERETT: I'm handing you a 4 document that has been marked as IHC Deposition 5 Exhibit 13. It is a printout of the first page of the 6 2001 HPI Physician Fee Schedule. Are you familiar 7 with this document?</p> <p>8 A. I have seen it.</p> <p>9 Q. And is it -- is the database from which 10 it's derived maintained and kept by IHC Health Plans 11 in the ordinary course of its business?</p> <p>12 A. Yes.</p> <p>13 Q. What does "2001 IHC Med withhold percent" 14 mean?</p> <p>15 A. I do not -- I'm not familiar with how we 16 reimburse physicians on the IHCMed. I'm not familiar 17 with the withhold.</p> <p>18 Q. Do you believe that they -- IHCMed 19 product allows -- strike that.</p> <p>20 Does IHC Health Plans have contracts with 21 providers that allow IHC Health Plans to withhold a 22 certain portion of their payments from the providers?</p>
<p>163</p> <p>1 Q. Okay. On the far right-hand side of 2 Deposition Exhibit 12 there are columns relating to 3 the SelectMed product for Salt Lake, Weber and Davis, 4 and separate columns for Utah County and Logan. Do 5 you see that?</p> <p>6 A. Yes, I do.</p> <p>7 Q. Are there different fee schedules for 8 different geographic areas?</p> <p>9 A. In the instance of SelectMed we have had 10 to have different fee schedules based on different 11 geographical regions and willingness of providers to 12 participate in those areas.</p> <p>13 Q. So the fee schedules, again, are being 14 driven by competitive forces?</p> <p>15 A. Yes, they are.</p> <p>16 Q. The MAF, fee schedules that were produced 17 by IHC Health Plans prior to 1999 did not have 18 separate columns for the different products offered by 19 IHC Health Plans. Did IHC Health Plans have different 20 fee schedules for its different products prior to 21 1999?</p> <p>22 A. That I don't know.</p>	<p>165</p> <p>1 A. I'm unaware if we do.</p> <p>2 Q. Does the claims processing of IHC Health 3 Plans allow it to link particular contracts with 4 providers to particular entries in the claims 5 database?</p> <p>6 A. As claim -- as contracts are signed by 7 providers, the information as to the adjudication of 8 claims is then entered into the claims system. And as 9 claims for that particular provider come in they're 10 adjudicated per the rules that were set forth in that 11 contract.</p> <p>12 Q. Previously we looked at the template 13 participating provider services agreement which is 14 marked as IHC Deposition Exhibit 10. Does this 15 service -- services agreement relate to all of the fee 16 schedules that were produced by IHC Health Services?</p> <p>17 A. Yes.</p> <p>18 MR. EVERETT: All right. Let's take 19 about a five-minute break. I'm just going to look 20 over my notes and I may be done.</p> <p>21 (There was a break taken.)</p> <p>22 MR. EVERETT: Can we go back on the</p>

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

43 (Pages 166 to 167)

166

1 record.

2 I have no further questions. Thank you
3 for your time today.

4 THE WITNESS: Thank you.

5 MR. EVERETT: I guess the deposition is
6 concluded.

7 (The deposition was concluded at 3:00 p.m.)

8 * * *

9

10

11

12

13

14

15

16

17

18

19

20

21

22

167

1 Reporter's Certificate

2 State of Utah)
3 County of Salt Lake)4 I, Vickie Larsen, Certified Shorthand
5 Reporter, Registered Professional Reporter, and Notary
6 Public for the State of Utah, do hereby certify:7 THAT the foregoing proceedings were taken
8 before me at the time and place set forth herein; that
9 the witness was duly sworn to tell the truth, the
10 whole truth, and nothing but the truth; and that the
11 proceedings were taken down by me in shorthand and
12 thereafter transcribed into typewriting under my
13 direction and supervision;14 THAT the foregoing pages contain a true
15 and correct transcription of my said shorthand notes
16 so taken.17 IN WITNESS WHEREOF, I have subscribed my
18 name and affixed my seal this 23rd day of September,
19 2004.

20 _____

21 Notary Public
22 My commission expires
23 August 27, 2006.

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

1

A	147:22	acts 126:15 actual 53:18 54:2,17 55:8 55:15 57:16 60:4,8 68:12 73:19 77:12 143:17 150:10 actually 53:15 95:9,13 103:4 108:13 112:9 118:1 131:17 actuary 40:6 46:16 added 62:22 addendum 92:8 93:10 100:7,22 addition 89:2 additional 22:10 30:10 153:10 adequate 147:13,15 142:22 153:10 adjudicate 22:6 165:10 adjudication 22:6 72:3 111:6,13 165:7 adjust 66:12 78:6 adjustment 160:12 160:14 adjustments 140:12 160:5 163:13 administer 160:14 163:13 age 39:9 90:13	45:11 administered 30:20,21 31:17 32:9 32:11,17 104:2 124:19 124:21 125:2 125:9,16,21 145:18,19 147:6 148:9 148:12,17 149:9,14 150:21 151:7 152:3,21 153:12 154:8 156:5,13 162:5 administering 33:20 153:14 143:10 administrati... 25:12 115:11 152:8 152:9,20 administrato... 25:12 advice 75:21 affect 17:10 20:8 109:19 117:3 145:6 160:14 affected 14:18 affiliated 26:17 42:20 81:11 126:17 affixed 167:16 afford 103:13 151:11 after 10:6,8,14 10:17 28:5 122:17 again 48:18 84:13 124:3 140:12 160:5 163:13 age 39:9 90:13	agencies 50:18 50:18 aggregate 68:17 aggressive 90:5 agree 149:13 agreed 98:3 134:2 agreement 4:7 4:11,15 5:6 5:13,18 92:6 100:19 102:5 119:22 122:12 127:6 127:19 128:5 134:3,18 136:8 138:2 143:10 165:13,15 agreements 92:2 agrees 97:9 aint 59:10,15 59:18 albuterol 67:2 67:15 alcohol 132:13 alerts 39:9 all 7:19 11:15 14:17 17:20 19:20 21:20 23:2,3 29:3 30:17 34:21 41:7,8 42:15 44:7 45:5,12 51:4,21 58:7 70:22 73:21 76:8 81:5 91:20 92:1 92:20 99:8,9 102:1 106:19 108:4 109:10 113:15
ability 29:21 45:2 87:6 102:8 116:14 123:10 131:8	110:13 according 78:6 150:19 account 19:14 139:18 Accredo 119:7 119:12,13 120:6 122:10 122:16 123:13,21 124:2,4 127:6,10,13 131:19	acts 126:15 actual 53:18 54:2,17 55:8 55:15 57:16 60:4,8 68:12 73:19 77:12 143:17 150:10 actually 53:15 95:9,13 103:4 108:13 112:9 118:1 131:17 actuary 40:6 46:16 added 62:22 addendum 92:8 93:10 100:7,22 addition 89:2 additional 22:10 30:10 153:10 adequate 147:13,15 142:22 153:10 adjudicate 22:6 165:10 adjudication 22:6 72:3 111:6,13 165:7 adjust 66:12 78:6 adjustment 160:12 160:14 adjustments 140:12 160:5 163:13 administer 160:14 163:13 age 39:9 90:13	agencies 50:18 50:18 aggregate 68:17 aggressive 90:5 agree 149:13 agreed 98:3 134:2 agreement 4:7 4:11,15 5:6 5:13,18 92:6 100:19 102:5 119:22 122:12 127:6 127:19 128:5 134:3,18 136:8 138:2 143:10 165:13,15 agreements 92:2 agrees 97:9 aint 59:10,15 59:18 albuterol 67:2 67:15 alcohol 132:13 alerts 39:9 all 7:19 11:15 14:17 17:20 19:20 21:20 23:2,3 29:3 30:17 34:21 41:7,8 42:15 44:7 45:5,12 51:4,21 58:7 70:22 73:21 76:8 81:5 91:20 92:1 92:20 99:8,9 102:1 106:19 108:4 109:10 113:15	
able 12:12 14:1 14:14,16 86:2,12 88:6 103:14,16 116:11 121:13 130:16 134:16,21 137:2,6	about 9:19 10:2 16:13 18:10 19:15 33:7 35:2 37:2 41:1,16 41:17 42:2 42:12,15 43:10 50:4 64:19 71:5 75:9 92:2 93:9 104:7 118:12 124:18 129:11,16 132:6 148:2 150:6 157:2 158:3 160:7 161:9,10 165:19	achieve 26:16 112:17 achieving 20:13 acquire 53:22 86:13 acquisition 12:20,20 13:18 53:18 54:3,17 55:9 55:16 57:16 59:22 60:2 60:19 68:12 77:12 88:1 118:12,16 123:12	achieve 26:16 112:17 achieving 20:13 acquire 53:22 86:13 acquisition 12:20,20 13:18 53:18 54:3,17 55:9 55:16 57:16 59:22 60:2 60:19 68:12 77:12 88:1 90:15 97:10 142:22 153:10 adequate 147:13,15 142:22 153:10 adjudicate 22:6 165:10 adjudication 22:6 72:3 111:6,13 165:7 adjust 66:12 78:6 adjustment 160:12 160:14 adjustments 140:12 160:5 163:13 administer 160:14 163:13 age 39:9 90:13	
absence 118:17	absorption 20:2 Academy 40:18 accept 92:21 93:3 97:19 122:6 accepting 92:20 access 40:12	act 73:13 action 32:4		

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

2

132:11	80:1 87:9	27:17	55:5 56:1	appropriate
133:20 136:2	88:3 90:9,16	Amerisource	57:11 61:18	33:21
138:20 141:8	92:21 98:6	61:16	62:10 68:21	approval 77:19
141:11,13	106:15	among 23:11	70:19 71:8	approved
148:7,11	116:19 118:3	amount 61:9	71:11,21	16:22
155:10,15,17	119:15	65:20 88:11	73:3 74:3,15	approximately
160:5,11	121:11	88:14,16	75:6 76:22	10:8 26:1,22
161:17	126:15	103:6 115:14	80:21 81:2	27:5 43:11
165:15,18	131:19	120:8 138:19	81:19,22	52:15 150:15
allow 111:12	132:20 133:8	139:13	82:14 83:6	151:3,8
121:21	133:12	140:15	85:12 86:21	area 31:21
151:22	although 43:8	148:15	94:21 95:4	33:20 43:20
161:19 162:6	52:16 68:5,7	152:20 159:8	96:7 98:9	87:8 88:8
164:21 165:3	86:9 88:3	159:10	99:11,19	93:7,7
allowable 3:19	94:7 96:4	amounts	100:1 101:7	areas 114:17
60:13 62:1,6	97:21 106:12	144:19 145:6	102:13,16	114:20 163:8
63:7 146:15	108:13	145:15	107:5 109:6	163:12
146:20,22	136:13	146:14	111:14,16	arguments
155:7 156:8	147:20	149:12	114:4 123:21	116:21
156:21	162:18,21	analysis 16:18	124:8 127:20	Argus 107:8
158:18	Altius 49:2	17:9,18	137:4 139:6	107:10,13
allowed 112:19	am 7:13 9:22	149:21 152:6	142:6 143:16	108:2,8
115:16 137:7	32:7 36:5	ancillary 153:8	146:3 147:8	around 52:17
151:18	40:16 63:4	and/or 36:7	148:14	75:7 76:18
158:20 159:5	73:8 80:11	37:21 39:5	152:19	86:3 95:3
159:7 160:14	81:7 82:6	39:22 144:18	161:11	149:3
162:11,18	118:20 119:4	another 16:8	anyone 147:19	arrangement
allowing 89:6	124:22	76:7 115:4	anything 8:10	108:8 110:9
allows 164:19	126:10 146:5	147:22	162:15	114:13
along 93:4	154:9 157:17	answering 8:4	anywhere	133:17
98:3 102:5	158:17	antidepressa...	156:8	arrangements
already 42:17	amended 3:15	41:20	apologize	69:15 127:20
128:7	9:11 134:3	any 8:10 10:13	101:12	129:1
also 11:6 13:20	amendment	10:13 13:12	apparent 77:7	articles 35:9
22:13 24:4	4:18 100:18	29:9,12	77:10	37:5
24:18 28:11	101:11	32:15 33:5	appear 159:13	ascertain
28:11 30:19	102:14	34:5,7 37:22	appears	134:21
31:20 32:18	103:11	38:5 40:14	138:18	Aside 29:11
34:11 36:12	American	40:22 41:2,4	applicable	ask 8:11 29:20
37:20 40:7	40:19	41:5,10,11,22	140:14 142:9	33:20 95:22
50:11 60:11	Amerinet 25:4	41:22 42:13	142:11	96:6 105:20
60:20 68:16	26:8,11,12,17	43:13,14,17	applies 136:3	124:3
69:2,5 72:4	26:18,18,21	44:3 46:4	apply 92:6	asked 58:13,20
75:12 77:19	27:1,3,6,9,12	48:8 53:13	140:20	59:3 96:4

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

3

112:4,5,6	112:21	146:5	100:14,14	background
129:3 131:20	audit 95:2 96:7	Awareness	106:4,5,6	10:5 54:15
154:15	117:15,19,20	67:13	108:15,20	backwards
asking 9:5	118:1	away 114:18	119:1,1	137:8
97:18 112:7	audited 95:4	AWP 3:20,21	120:4,15,21	balance 162:12
ASP 73:5	auditor 96:5	4:9,9,13,13	121:12	ballpark 58:3
aspects 23:3	auditors 96:10	4:16,17,21,21	122:19 123:2	58:3 149:20
30:17	96:13	5:7,8,11,12	123:9 125:3	150:1 151:2
assist 15:10	audits 95:7,8	5:15,16,18,19	125:12,15,22	Bank 34:22
assistant 30:9	96:3,10,13	14:6 36:2,15	126:1,6,6	36:7 37:21
assisted 11:7	117:18	38:20 39:15	131:2,2,3,5,9	38:7,10,15
associated	August 5:6	39:16 41:1	131:12,22	39:5,22 40:1
78:18 106:19	14:22 119:17	41:12 42:10	132:7,14	40:4,5,11
121:18,19	119:22 120:1	42:12 48:14	134:2,17	52:13 70:16
132:13 133:3	120:13	52:1,5,12,14	135:19 136:5	70:17
133:9 152:13	144:10,13	52:14,19	136:7 137:3	base 44:21
152:20,22	167:22	53:3,9,10,14	137:9,10,18	based 17:19
153:4,13	authorization	53:18,21	137:18	18:6 28:8
Association	15:17 97:2	54:2,8,16,22	138:18	39:9 47:14
40:20,21	authorizations	55:3,8,15,20	140:12	48:16 54:20
associations	15:18	55:22 56:2,4	141:10,12,14	55:1 58:9
40:15 41:3,5	automatically	56:5,8,10,11	141:17	65:19 66:12
41:11 42:1	92:21	56:19 57:1,5	142:12,20,20	66:19,19
42:13	available 16:4	59:9,14	144:16 146:9	68:5,16 69:7
assume 12:19	25:3 27:18	60:20 61:6,9	150:8,10,12	69:15 70:14
58:7,10 59:6	28:5 29:9	62:19,19	150:21 154:3	70:15 76:17
60:1 103:3	31:19 75:20	65:4 66:20	154:4	76:22 77:5,6
104:4 107:18	76:2,5	69:22 70:6	AWPs 36:10	87:9 91:1
128:21 131:9	136:20	72:6 75:10	36:12 128:4	92:20 93:18
144:6 158:13	Avenue 2:13	76:15,18,22	135:16	94:2 96:4
161:8,10	average 1:7	77:5,8,11	a.m 1:20 7:1	106:10 115:2
assumed 30:15	12:9 36:3	78:8,11,13	<hr/>	125:12 129:1
assuming	39:17,18	79:10,10,12	B	131:17 135:8
158:17	41:1,12,17,21	79:12,14,14	B 3:12 4:3 5:3	135:16,20
attain 20:16	52:1,5,14	83:15,22	6:3 47:16	136:6,19
attempted	53:14 54:2	84:4,8,14,18	98:5	137:7,8
92:15	55:8,15	84:19,22	back 13:12	141:9,12
attend 28:20	68:17 73:6	85:6,9,14,16	18:17 21:6	143:17 145:7
28:21 75:11	73:11,16,17	85:18 88:11	36:21 40:2	145:13,16
attended 28:11	73:21 74:2,7	88:19 89:4	66:16 74:22	148:5 149:13
41:3 75:12	93:15 94:20	91:5 92:3,18	76:11 96:5	153:19 158:4
attention 31:22	136:10	92:20,22	97:21 116:8	158:14
32:10,16	aware 29:1,13	93:3,16,18	124:16 132:1	163:10
attractive	34:5 61:14	94:2 97:7	165:22	basics 7:18

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

4

basis 12:3 34:22 54:5,6 54:14,19,20 61:1,6 68:5 74:7 91:15 98:11 101:16 102:19 105:15 125:3 134:11,17 135:4 137:3 141:22 basket 18:1,3,3 19:17,18,19 20:4,8,10,16 baskets 19:14 19:16 Bates 3:20 4:8 4:12,16,20 5:7,11,15,18 62:19 79:9 79:11,13 100:14 119:1 126:6 137:17 142:19 be 12:19 13:3,5 14:14,15,16 16:12,20 17:1,2,19 19:18,20 20:13 21:18 21:19 22:3 22:15,19,22 28:19 31:19 33:13,14 35:6 41:19 46:12 50:17 54:19,20 55:1 58:4 63:11 65:4,8 65:9,10,12 66:7,7,18 67:3,16 71:19 72:19 73:12,13,18	73:21 75:11 75:12,13,16 77:16 79:17 79:17 82:22 84:4 86:6,12 88:6 90:11 93:5,18 94:7 103:14,16 104:3 109:9 109:11 110:18 111:5 111:8 115:11 118:15 121:13 122:14,14 127:11 133:22 134:16,21 135:13 137:2 137:6,13 139:20,22 140:14 142:9 142:11 144:3 144:13 145:14,15 146:12 147:21 148:9 150:14 153:3 157:8 158:2 158:5,8 159:11 160:11 161:17 162:8 162:8,10,20 165:20 bear 78:13 bearing 62:19 79:9,11,13 100:14 119:1 126:5 137:17 142:19 bears 53:10 became 21:13 21:20 30:4	31:9 32:3 because 8:1 40:8 53:8 69:22 70:1 86:2,10 88:4 90:19 113:12 116:6,20 124:11 130:8 151:13 become 29:13 71:9 77:10 77:14 130:7 becomes 77:7 been 7:6,15 26:2 29:1 32:21 33:19 40:2,22 42:1 52:22 56:5,6 74:3 79:4 81:6 83:1 97:15 98:2 100:11 102:10 108:13 114:15 116:6 118:8,9,21 125:5,6 126:4 128:11 137:16 142:18 144:9 159:19 164:4 before 7:15 8:4 9:14,17 13:15 51:12 51:22 101:13 137:22 167:7 began 19:2,8 32:8 begin 11:9 103:10 begins 36:1 begalf 9:1 being 16:7 20:10 21:2	48:4 49:16 50:6 106:3,4 106:11,14,16 115:7,12 116:7,11 117:11 128:7 128:9 145:12 150:9,11 153:2 163:13 belief 54:5,6 86:9 96:5 153:9 believe 25:20 26:20 43:8 45:15,17 54:12,14 56:19 57:7 60:4,7,18 70:17 71:10 89:8,13,16 90:6 106:7 106:17 114:21 117:9 150:7 164:18 believed 115:5 115:9,10,13 116:8,10 151:6 believes 154:7 belong 37:8 below 64:17 before 7:15 8:4 9:14,17 13:15 51:12 51:22 101:13 137:22 167:7 began 19:2,8 32:8 begin 11:9 103:10 begins 36:1 begalf 9:1 being 16:7 20:10 21:2	100:3 107:1 114:11 162:8 benefits 23:13 45:3 54:21 55:6,7 74:11 74:17 75:9 75:14,20,22 161:22 162:2 162:3,4,10 Bergen 61:16 BERMAN 2:5 besides 85:13 best 19:5 49:22 68:11 90:18 101:12 102:12 108:8 better 32:5 117:6,11 125:17 148:9 between 14:1,4 21:13 23:13 33:6 38:18 38:20 48:3 53:14,18 55:19 58:6 65:20 69:22 70:5 77:8,11 83:7 85:12 91:8 97:19 111:17 119:6 124:4 128:3 130:5 134:17 136:11,15 138:3 143:10 150:8 152:8 161:6 162:11 beyond 19:22 90:10 bids 107:17 big 37:16 61:15 117:2 151:16 bigger 95:1 121:22
---	---	--	--	---

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

5

bill 95:16	71:4 83:21	53:2 58:3,10	87:13 95:18	69:10,12,14
121:7 162:12	136:11,16	71:10 72:13	108:8 129:13	76:3 111:20
billed 95:9,11	branded 39:15	83:7 112:13	138:1 140:9	117:5,9
96:6 103:17	48:5,5,7	112:18 116:6	149:15	124:21
125:8,20	60:17,22	121:22	154:20	126:13,13,14
127:22 128:3	69:21 70:5,8	132:20	165:22	126:17,18,21
128:9,11	70:10,12,21	137:11	Cannon 1:12	127:21,22
134:1,8,19	71:2,6,8 78:8	139:22	3:7,15,18 4:6	128:3,14
140:15	78:22 89:22	145:21 150:7	4:10,14,18	129:4,10
141:20,22	91:4 136:18	154:21	5:6,9,13,17	131:19 132:1
142:10,13	136:19	155:13	5:20 6:6,8	133:8 134:7
157:18 158:7	break 8:14	159:14	7:5,13,15	138:3 142:3
158:9 159:1	36:20 76:7	160:21	8:22 9:10	147:13
159:3,3,11	76:10 124:11	161:19 167:9	62:17 79:6,6	155:19 156:1
162:11,21	124:15	buying 25:4,5	79:6 100:12	161:2
billing 142:6	165:19,21	26:8,12,13,15	118:19 126:2	Care's 156:2
biologic 31:16	breaking	B-1 139:3,3	137:14	carry 71:5
bit 31:1 42:15	124:12		142:16	carrying
42:17 87:14	bring 38:11		156:15	146:10
104:7	bringing 21:1	C	159:17 164:2	case 12:21 20:8
Blue 38:1 49:3	82:21	calculate 68:22	cannot 13:11	65:22 67:16
49:3,9,9	broad 20:11	145:10	34:7 45:16	80:1 155:3
Blvd 1:17 2:20	broader 45:1	calculated	53:6 65:7,11	cases 12:1 91:7
board 78:4	brothers	39:19	can't 8:8 17:3	cash 71:18
BOCKIUS	127:11 130:5	call 22:13,15	40:3 41:4	102:20,22
2:12	brought 22:19	98:1 161:19	66:8 71:10	categories
boiler 112:15	bulk 39:13	161:22	112:4,11	16:12 28:2
Book 38:1	44:1	called 7:6 37:8	125:11 133:4	41:16 64:9
both 34:11	bundle 133:6	37:9 49:4	160:21	64:13
bottle 39:13	business 11:7	115:17 136:1	capacity 96:17	category 16:1
94:17,17,18	57:21 59:7	calling 98:2	capitation	16:10 19:21
95:12,13,17	63:17,20	calls 22:9,12	146:3,6	19:22 35:8
95:17 96:6,8	80:18 81:16	65:17,19	capsules 17:7	35:22 64:10
bottled 88:22	82:12 86:4,8	66:4	capture 157:16	77:20 129:19
bottles 95:1,18	101:5 117:1	Cambridge 2:7	158:12 159:1	136:17
bottom 63:2,8	119:10 125:9	came 114:16	Cardinal 61:16	cause 67:11,17
67:1 83:18	127:15	115:20 132:1	care 5:9 11:6	CD 155:5,11
84:14 117:3	130:11 138:7	can 18:8 23:2,6	23:7 32:6	155:18,22
144:2,14	143:14	35:10 37:13	40:18 42:18	156:20
146:10	155:19 160:3	38:1 39:1	43:1 44:16	center 22:14
branches 29:2	164:11	56:13,17	49:2,12,15	22:16 63:9
29:14	but 17:3 22:15	57:19 58:7	50:4 54:10	98:1 110:11
brand 29:6	28:22 29:3,6	64:5,17	59:15,20	110:20 161:9
58:5 70:3,20	37:17 45:16	65:15 66:1	62:7 69:2,5	centered 149:2

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

6

centers 28:1 140:22	71:20 72:5,8 89:18 115:12	69:17 72:3 104:20,21	142:7,12 157:18	communicati... 33:6 35:8
central 24:12 25:1	159:6	105:3 108:4	coincided 20:22	community 40:21 87:4
cents 65:13 67:4,8,8	charged 33:19 60:5,8 78:18 78:21 106:4	108:9 111:6 111:13 112:10	colleagues 68:19	88:6 106:14
certain 46:13 53:10 116:19 117:22 139:22 164:22	111:19 115:12 140:15	114:15 115:17 116:1	collected 109:9 column 63:22 64:21 67:7	companies 11:6 35:13 35:16,18,20
certainty 41:4	charges 72:10 103:17 116:7	134:15 135:1 137:1,6 165:2,4,8,8,9	123:1 157:12 157:15,20	42:20 44:8 51:5 117:5 117:10
Certificate 167:2	125:8,21 128:1,4,9,11 134:1,8,19	clarify 8:11 28:17 110:4 162:18	158:6,10,22 160:8,10	company 9:4 10:21 16:21 43:2,5 62:8
Certified 167:5	141:20,22	classes 40:7	158:16 159:8	75:18 127:1
certify 167:6	142:10,14	Clay 8:18	163:2,4,18	127:18 130:8
chain 4:7 58:6 80:14,21 84:17 85:7 85:21 86:1,3 86:4,10 87:7 87:21 92:20 93:13 102:13	158:9,20 160:14 162:21	Clayton 2:11 clear 27:17 53:2 55:14 55:21	combines 26:12	135:22 compared 94:9 114:21
challenged 147:22	Checking 25:8 chemical 70:9 Choice 146:15 160:18	clientele 12:3 clinical 15:22 17:1,3 24:16 28:3,8 38:7 39:7 96:20	come 31:16 33:18 41:15 54:6 69:12 78:13 97:21 113:11 116:3 151:17 165:9	comparison 14:4 41:18 68:14 72:7
chance 80:6 126:7	choose 23:7 38:3	comes 69:14 97:4 122:3	comes 69:14 153:7	compendia 37:22 38:3 compensation 90:15
change 30:14 64:17 65:6 83:11 107:12 149:7 154:20	Christina 21:9 24:1,8	clinics 24:16 43:4,10,13,14 140:22	coming 95:12 95:16 107:14 158:9	competition 23:11,13 35:7,21,22
changed 20:21 23:19 30:8 31:12 34:2,6 43:9 47:9 61:9 144:12	Christy 30:12 Cigna 49:3	close 58:7,11 closely 15:14 31:13 32:8 35:5 110:8	comment 160:22	67:14 70:8 70:12 77:20 86:22 87:10
changes 35:2 43:8	City 1:18 2:21 11:2 93:6	closer 70:4 128:22 150:9	commission 167:21	132:4 140:6 154:16
changing 149:1	claim 22:5	code 135:21	committee 15:13 16:16 97:3	competitive 50:8 87:17
characterize 87:13	33:18 104:21 106:17 108:4	136:6 157:5 157:8,9,9,14	committees 28:6	87:17 106:22 127:13,16
charge 13:12 58:20 71:17	115:13 121:7 134:22 165:6	157:14	common 47:6 47:8 54:1	128:12
	claims 21:4 22:5,8 23:5	codes 39:8 75:5 134:20 135:8,11	communicated 117:21	139:21 140:1 151:22
	33:17,20	136:10	communicati... 65:20	163:14
	38:11 40:9	141:14,18,18		competitively 129:13

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

7

competitors 48:21 49:1,6 49:7 129:14	52:21 53:2 73:6 75:8,13 126:15 129:7	139:14,16 140:4,19 141:22 142:3	111:11 controlling 50:20,22 Conv 158:10	24:10,11,12 25:22 26:5 29:16 43:5
completed 10:11	continually 95:16	142:8 143:4 144:6,9,12,14	conversation 52:21	corporation 32:3 126:22
compliance 97:10,15 98:2	continue 24:15 24:13	144:17 158:4 165:11	conversations 54:21 55:1,5 55:20 74:11 106:10	correct 13:18 17:11,15 25:21 28:13
complicated 121:10	contract 21:3 24:9 25:9	48:13 51:9 65:21 74:14	32:7,14 36:8	
comply 97:9 98:6	29:20 44:8 46:20 51:13	74:22 78:15 83:1 96:12	conversion 158:14	42:18 53:11 67:7 69:3 74:12 76:20
concluded 166:6,7	51:14,19 75:15 80:13	108:6 109:15	160:17 161:1 161:3	78:9 84:1,6 84:11,14,20
conclusion 151:17	81:19 82:8 82:18 83:6,8	24:3,5,6,18 31:2,4 50:17	conversions 161:3	85:3,10,18 88:12 91:5
conferences 75:19	84:10 85:2,7 85:13 88:10	50:19 109:11	converting 158:14	91:10 104:11 104:12 105:6
confidential 8:20	92:12 93:16 95:2 100:7	73:14	160:19,20	108:21,22
conjunction 75:18 153:8	103:11	13:2,13 23:6	conveyed 59:18	109:21 114:8
consider 8:19 61:5	104:10,14,15 104:17,19,22	47:12 51:2,4 51:7 55:20	coordinate 24:15,20	114:18 119:18
considered 17:14 19:20 74:6,17	105:2,8,9,11 105:13 107:3	56:7 57:15 72:3 81:3	26:5,10 coordinated 24:13,14	120:16,21 121:19 122:8 122:21 123:2
consultant 74:15 75:14	107:10 108:1 108:3,16,18	82:1,15 95:5 99:8,11,13	coordinating 25:6	124:6 127:2 131:3,4
consultants 54:21 55:6,7 55:10 74:11 74:18 75:9 75:12,17,20	109:3,3,6,8 109:15 110:1	100:2,6 101:8,16,22	coordination 24:22 25:2	132:21 134:4 135:2,9
consulting 75:21	110:7,12	102:2 108:10	25:13 26:8	137:12
contacted 13:6 22:17	112:11,15,15 113:14,16	108:14 116:18	27:16 28:9	138:21,22
contain 167:13	114:5,8,21	118:13	128:17	140:10,11
contained 155:13	117:15 119:6	120:19	coordinator 15:7,9 20:18	144:14 150:22 151:4
context 12:16 13:16 36:3 42:5,7 52:1	119:17 120:6 122:10	124:13 138:14	20:20 21:7	154:12 158:17
	123:15,22 124:4,9	143:17,20 146:4,6	coordinators 24:6	167:14 correspond 64:4
	127:4,5,9,9 130:15,18,21	164:20 165:3 165:6	copy 142:21,22 cordial 130:9	corresponding 142:13
	131:1,11,17 132:4,7,19	contractual 107:4 149:5	corner 63:2 67:3	cost 3:19 12:20 13:18 16:5
	133:13 137:4 138:14 139:3	control 50:14 50:16 92:16	corporate 24:4	

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

8

28:7,8,10 31:17 32:2,5 50:4,9 52:9 54:3,17 55:9 55:16 57:16 57:22 59:22 60:2,14,19 62:2,6,8 63:7 68:12 77:12 88:20 89:2,6 90:2,17 94:9 109:20 123:12 125:18 129:12,20 149:12 Costco 78:2 costs 50:12,15 50:16,20,22 53:18 88:1 89:10 90:20 106:19 118:12,16 121:18 140:2 140:3 152:22 153:4 could 13:7 14:15,18 17:8 19:22 20:15 29:20 31:21 32:22 33:1 67:16 103:13 104:4 104:5 111:5 111:8 112:16 114:17,21 115:5,13,17 117:5,10 122:3 127:16 129:16,19 131:21 137:10 150:14 162:20	couldn't 77:3 count 94:10 95:17 96:7 157:15,18 country 75:2 counts 96:8 County 163:4 167:3 couple 137:18 course 63:16 63:20 80:17 81:15 82:12 101:5 119:9 138:6 143:14 154:18 155:19 160:3 164:11 courses 10:13 10:15 court 8:1,7 courtroom 7:21 cover 88:22 89:6,9 106:18 108:4 121:18 152:22 153:4 153:10 coverage 87:12 covered 16:10 45:4,8 103:19 co-insurance 45:20 46:2,4 46:9,13,18 47:2,5,7 48:15 103:8 162:9 co-pay 46:9,13 46:18 47:2 47:15,17 99:4 co-payments 98:20 99:5	co-pays 45:19 46:1 47:5,5,7 47:11,13 48:15 CPT 157:4,8 157:14 create 47:18 created 63:10 63:16 80:16 81:14 82:11 82:19,20 101:4,11,19 105:5 119:8 138:5 143:13 155:18 creating 16:18 criteria 145:2 Cross 49:3,9 CSR/RPR 1:21 current 7:12 16:10 34:13 56:9 100:18 110:8 146:13 154:2,3,21 currently 27:3 27:6 33:13 44:1,15 51:4 57:3 65:11 96:19 102:13 135:22 140:3 141:12 145:11 146:5 149:1 154:21 customary 71:13,17,19 71:22 72:5,8 72:9 103:2 customers 50:3 71:19 73:21	data 34:22 36:7 37:21 38:7,9,15 39:5,22 40:1 40:4,5,11,11 52:13 70:16 70:17 75:6 110:10 134:15 155:2 155:15 database 135:1 137:2,7 164:9 165:5 databases 14:5 34:22 36:7 39:5 date 1:19 19:4 34:15,18,20 37:3 63:8,9 63:11,13 104:15 138:9 138:11 144:3 144:13 dated 3:16,19 5:6 119:17 dating 14:12 Davis 163:3 day 12:10 16:21 17:2,7 17:8,8 115:16 130:13 167:16 days 115:20 116:1,3 DC 2:14 deal 13:9 130:14,19,21 153:16 dealing 109:7 December 110:2 138:12 decide 107:12 114:10 136:7	decided 48:18 114:7 deciding 113:14 decision 19:9 46:17 83:10 83:12 110:8 decisions 15:13 15:21 16:20 17:15 19:15 20:9 decrease 32:2 36:16 120:7 decreased 34:8 34:10 decreasing 32:5 109:20 deep 57:19 deeper 58:10 92:16 112:17 112:18 115:10 123:11 Defendant 2:10 define 12:15 27:22 70:13 70:14,15 86:20 defined 20:5 20:10 definition 20:7 93:15 94:12 94:20 degree 10:12 10:14 60:21 70:2 116:19 delivered 116:6 delve 32:1 department 24:12 31:4,9 33:7,7 depend 14:10
		D		

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

9

14:11,12	130:8	103:10	64:18 98:21	30:13,15
29:7 99:3	desk 105:2	104:13 105:9	99:12 100:3	32:20 34:14
depending	108:5,5	105:12,13,14	135:14 141:2	37:2
20:4 66:20	detailing 16:5	105:20 106:1	141:3,5,6	directors 25:2
116:2 144:21	determination	106:2,7,17,21	143:21	25:11,14
153:2	114:16	107:4,6,9,12	144:13,20	discount 17:20
depends	determinatio...	107:16,18	145:8,15,16	17:21,21,22
161:15	78:14	109:6 110:1	146:22 147:1	18:5,5,6,6
deposed 7:15	determine 68:9	110:9,14,22	148:4,4,5	56:7,8,10
deposition	78:10 95:20	111:3,14,16	161:1,3,4	57:5 65:5
1:10 3:15	131:14 133:1	113:5,11	162:15 163:7	66:20 72:7
7:18 9:9,12	134:21	114:10,20	163:8,10,10	78:8,11,12
9:16,17,21	135:19 137:3	117:15,17	163:18,19,20	84:18 85:9
79:4,9,10,12	139:7,12	119:20	differential	88:11,19
80:21 82:2,4	determined	125:10	94:22	91:4 92:18
82:10,16	33:1 131:16	127:20 129:7	differentials	92:21,22
83:15 84:9,9	determining	131:14	99:4	94:22 115:10
85:1,1,2	38:6 73:3	139:12	differentiate	116:9 120:20
100:11 101:3	144:19	143:16,20	134:16	123:2,9
101:9,17	149:12	146:6 147:4	differently	125:3,15,17
102:1,6	devoted 31:22	148:19 149:4	145:20	131:2,15,16
118:21 126:4	dialysis 5:14	149:6,7,10,11	differs 91:1	134:2 150:4
135:8 137:16	138:4,15	149:16,21	difficult 20:14	discounted
142:18	did 11:9,12,14	163:17,19	130:4 137:13	45:1 89:4
143:18,22	11:19 12:9	didn't 54:9	digit 64:7	discounts
156:17	13:9,12 14:4	96:7 113:13	digits 64:8,16	12:13 13:14
159:19 163:2	14:19 15:1,3	134:20	direct 13:2	16:4 17:13
164:4 165:14	16:17 17:17	differ 48:12,16	24:2,8 44:18	17:17,19
166:5,7	17:21 18:2	94:2 130:1	44:20 45:16	18:11,21
derived 164:10	18:10,19,20	difference 48:3	45:17 141:15	19:3,15
describe 10:6	19:1 20:7,17	58:6 77:11	direction 16:7	20:14 26:16
described	21:7 23:20	85:13 94:11	167:12	27:11 42:10
145:14	24:20 26:4	99:2 123:22	directly 11:22	49:18 58:10
description	27:17,20	161:6 162:11	12:1 18:14	73:22 85:14
3:13 4:4 5:4	30:7,14 32:4	differences	18:21 19:8	92:17 111:8
6:4 157:13	33:10 34:1,4	38:18 45:7	21:15 25:11	112:17,19
deserve 130:6	40:12 51:13	47:14 53:18	26:9 31:3	123:4,11
design 16:9	51:16,18	77:8 85:12	51:10 54:16	131:6,7,21
designated	55:8,21 57:2	94:6 136:5	58:13 83:6,8	discuss 29:9
115:3	59:21 61:5	different 17:10	105:9	discussed
designation	75:8 83:5,8	19:10 45:19	director 7:13	28:19 29:8
97:19	86:18 94:16	46:1 47:11	21:11 26:2	41:12 89:9
desire 29:19	95:7 96:22	47:11,13	28:5,12,19,22	128:18 129:9
30:11 121:16	102:15	60:16 61:22	29:12 30:9	153:22

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

10

discussion 28:10 41:14	101:3,18 112:8 118:21	141:2,5 145:5 146:3	dose 17:2,2 39:13	18:2 19:20 20:5,6 28:3
discussions 33:11,15,17 34:3,9 41:1 42:1 55:14 55:17 68:18 75:9 92:14 112:13 129:8 129:10,15	118:22 119:2 119:3,5,8 126:4,5,7,9 137:16,17,19 137:21 138:5 142:18,19 143:6,12 156:17,22	151:20 152:7 153:11 157:7 157:11,21 158:1,7 159:5 160:8 161:2,11 162:14 164:13,20	down 8:2,8 50:9,12,19,20 50:22 52:17 64:13,19 67:15 68:5 90:20 127:16 159:8 167:10	29:8 30:20 30:21 31:14 31:17 32:9 32:11,18,22 34:2 36:4 41:20 47:8 60:11,12,14 60:16,17,21
dispense 12:3 89:5,17 90:19 91:21	159:16,19,22 160:2,6 164:4,7	165:2,14 doesn't 130:2,2 135:4	29:18 downtown drafted 144:7 dramatically	60:22 64:13 64:13 70:2 76:16 83:22
dispensed 72:1 76:16 94:14 95:10 98:16 99:20 105:17 105:21 108:20 109:2 120:9,11 122:12,13,16 125:18 139:8	documented 115:1	doing 11:4 75:17 115:6	31:18 drawn 56:9 130:7	84:3 90:19 100:9,21 102:8 103:12
dispensing 11:5 88:17 88:17,20 89:8,21,22 90:17 121:9 121:14 152:11,14	documents 62:21 79:3 80:7,10 155:1	dollar 88:11,14 88:16 138:19 159:8,10	dream 18:8 DRG's 75:5 drive 14:16 58:10	103:16,19 108:20 122:20 124:19,21
dissemination 97:4	35:21	done 25:1 26:8 165:20	driven 16:7 32:10 121:16	125:2,9,16,21 126:13
DISTRICT 1:1	44:3 46:22 47:18 49:17 49:20 51:2	14:3 20:19 27:4,7,10,14 32:13,13	127:12 131:7 140:5 163:14	127:17
divide 30:22	53:3 54:2,16	38:5,16	driving 67:15	128:15
DME 100:8	55:15 56:1,4	43:11 49:14	drop 36:1 67:9 77:21	138:21 139:2 139:8 140:13 145:19
Doctorate 10:12,14	57:3 60:20	56:5 67:10	dropping 68:20	146:19 147:1 147:6 148:7
document 9:13 9:15 62:18 63:2,15 79:9 79:11,13 80:16 81:6,8 81:9,14 82:5 82:10 100:10 100:13,15	86:14,21 87:20 88:3 88:13,14 92:6 94:2,4 96:9 98:8,15 116:13 118:3 133:8 137:8 139:5,17	144:1 145:9 145:11,21 147:20 149:19 152:5 157:17,18 158:13 160:9 163:22 dosage 16:22	drug 4:6,10,14 102:12 107:14,18 113:8 121:20 122:14 130:18 136:13 139:15 142:7 144:1 145:9 145:11,21 147:20 149:19 152:5 157:17,18 158:13 160:9 163:22 dosage 16:22	148:9,12,17 149:2,9,14,17 150:21 152:3 152:8,9,21 153:12,14,19 153:21 154:3 154:8 156:5 156:13 162:5 due 148:15 duty 7:6 167:8 durable 4:18 100:19 102:16 during 18:12 51:17 96:3

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

11

105:10	education 10:6	end 64:17 86:6	Eric 1:12 3:7	3:8 7:10 8:21
109:14	121:5 133:16	107:11,13,16	7:5,13 8:20	9:11 36:19
117:14	Educator's	107:20 110:4	essence 127:1	36:21 62:18
120:18	49:4	110:15	essentially	76:11 79:8
154:18	effect 17:3	130:13	114:11	79:19,22
duties 11:19	effective 5:10	enjoy 70:11	establish 73:15	80:6 100:13
15:8,19 21:6	28:8 32:6	enough 89:6	75:6 127:16	118:20
dynamics	104:15	153:10	established	124:16 126:3
66:13 122:2	129:12	ensuring 91:19	26:1,19	137:15
151:22	efforts 16:6	entail 68:13	establishing	142:17 143:3
154:20,21	25:6	enter 16:17,19	88:19	156:16
<hr/>				
E				
E 2:1,1 3:3,12	eight 22:11	17:17 36:17	estimate 39:1	159:18 164:3
4:3 5:3 6:3	94:11	101:15,22	53:13 57:11	165:18,22
7:3,3	either 11:21	102:5 104:13	88:1,4	166:5
each 9:20 10:2	34:22 69:16	143:16,20	118:15	every 78:21
20:8 41:18	75:17 84:4	entered 81:2	estimated	116:1
45:8 46:8	159:7	81:22 82:14	150:3	everything 8:2
69:12,14	elect 69:18	99:10 100:1	evaluate 18:8	8:20 39:7
88:9 133:1	electronic	101:7 108:17	46:16 110:8	evidence 28:8
142:12 144:2	155:2,15,22	120:6 127:4	113:15	86:10 95:10
162:13	elimination	127:5,6	evaluated	exact 19:4
earlier 71:5	20:2	165:8	17:19	112:12
90:3 92:14	elsewhere	entering 107:3	evaluating	134:13
earliest 42:11	160:15	127:19	90:12	exactly 30:12
early 19:6	emergency	entire 15:2	evaluation	40:4 43:11
30:11 31:5	162:20	25:16 145:9	15:11,22	45:12 112:5
31:15,15	employ 54:11	entities 54:10	20:15 25:3	125:12
55:13 101:13	96:9	130:1,1	68:14 114:15	138:11
101:18	employed	entitled 90:7	115:6 140:4	Examination
103:11	43:17 53:4,7	entity 23:7	even 51:14	3:8 7:9
earn 57:8	96:12,14,17	26:5 32:3	87:6 90:4	examined 7:7
61:19 89:13	employees	43:5 49:12	112:6 118:16	example 19:18
90:22 91:14	44:8	70:9 74:3	127:11,17	90:3
91:19 111:17	employer	entries 165:4	128:8 129:1	examples 34:5
113:2,6	46:11,12,17	entry 64:20	129:17	34:7 71:11
earned 121:17	46:21 47:15	67:2	136:12	Excel 156:19
earning 123:13	47:16 48:19	equal 54:2	ever 14:4 34:2	159:21
147:5 151:7	53:3 75:14	55:8,15	58:13,20	except 84:18
easy 63:1,1	99:4 161:16	equate 13:17	59:9 61:5	85:8 141:14
Ed 2:4	employers	158:20	62:1 66:15	excluded 16:12
educated	16:11 47:14	equation 88:18	71:21 74:6	48:8 141:18
118:11	55:3 76:5	equipment	74:14 117:15	excuse 38:21
	encompassing	4:19 100:20	129:3	exempted
	23:3	102:16	Everett 2:11	92:11

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

12

exercised 87:18	expensive 103:12,15	103:15 factor 20:14	106:17 108:4 115:13	first 7:19 10:18 10:19 17:20
exhibit 3:15,18 4:6,10,14,18 5:6,9,13,17 5:20 6:6,8 9:9,10 62:16 62:17 63:3 63:15 79:6,6 79:6,9,11,13 80:12,13,21 81:3,6,14 82:2,4,10,16 83:15 84:9,9 85:1,2 92:4 97:6 100:11 100:12 101:3 101:9,17 102:1,6 103:20 118:19,22 126:2,5 135:8 137:14 137:17 139:2 142:16,19 143:18,22 156:15,17 159:17,20 163:2 164:2 164:5 165:14	experience 121:12 152:2 expire 14:13 110:1 expired 110:2 110:4 expires 167:21 explained 52:11 explaining 53:2 98:1 explains 65:6 67:9 123:8 131:5 explanation 52:7 112:12 explore 95:7,8 express 93:1 expressed 102:7 extended 110:3 110:12 external 23:11 23:13 51:14 extrapolate 137:8	121:12 152:2 157:22 158:15 160:17 factors 14:11 87:15 139:17 161:1,3 fair 12:7 151:9 151:18 fairly 37:16 58:7 fall 76:16 110:9 137:9 familiar 9:13 36:2 61:12 63:3 73:5 80:9 81:5 82:5 119:3 124:19 126:9 137:21 143:6 154:6 155:1 155:10,12 157:17 164:6 164:15,16 family 104:5 127:12 130:5 147:15 far 57:19 63:22 64:7 67:3 70:12 123:1 157:4 163:1 fax 2:16 FDA 37:18 federal 72:16 72:19 73:19 154:7 fee 6:8 45:1,15 45:17 75:1,3 43:22 75:4 126:21 161:7 161:7,8,9 fact 32:10 58:9 86:11 87:9	119:21 120:2 126:12 136:1 139:1 140:14 141:2,5,8,13 141:16,16 142:1,10,11 142:13 144:18,19 145:6,8,10 146:14,15,20 147:1 148:2 148:5,8,11,16 149:13 150:19 153:17,19,20 155:6,7,21 156:8,12,21 158:18 159:13 160:15,21 163:7,10,13 163:16,20 164:1,6 165:15 feel 8:11 140:1 fees 89:8 113:1 153:7 felt 116:4 few 20:5 23:4 43:22 102:10 fields 160:11 figure 149:11 149:16,19,22 files 155:10,12 final 156:19 Final95j 5:20 find 18:10 88:17,20 89:21,22 90:17 103:17 104:21	34:21,22 36:7 37:21 38:7,9,15 39:5,22 40:1 40:4,5,11 52:13 63:9 64:7,10,14,20 67:2 70:16 70:17 88:18 92:5 94:21 101:18 156:19 159:20 164:5 five 47:4 110:16,17,18 110:22 120:4 120:15 129:19 141:14 142:13 150:21 154:3 154:4 five-minute 165:19 fixed 88:11,14 88:16 138:19 159:10 flat 17:21,21 47:5 139:1,7 flexibility 111:5 113:20 116:11 Floor 2:6 focus 32:16 41:15 follow 64:8 follows 7:7 food 90:14 footage 12:6 footer 144:2 forces 127:13 163:14
exhibits 79:4 79:15,17 99:9,9 100:4	F			
exist 61:14 113:13 154:22	face 70:8 facilities 11:7 26:10,13 28:1 43:22 44:2 141:1	fax 2:16 FDA 37:18 federal 72:16 72:19 73:19 154:7 fee 6:8 45:1,15 45:17 75:1,3 43:22 75:4 126:21 161:7 161:7,8,9 fact 32:10 58:9 86:11 87:9		
existed 32:1 exists 153:20 expanded 23:20 expect 58:16 59:2 95:3 expense 32:11 32:15				

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

13

foregoing	27:21 29:11	137:11 166:2	62:14 63:7	162:21
167:7,13	33:2 34:22		64:2,6 68:17	165:22
form 121:8	35:3 39:5,7	G	69:6 70:2,7	goal 90:20
131:18 144:9	41:11 44:11	G 7:3	70:11,13,14	goes 34:11
144:12	48:9,11 50:8	garner 88:6	70:17,18,19	40:2 80:3
155:22	53:20 54:6	92:16 127:14	70:22 71:3,9	going 9:8
formal 10:15	56:7,14,17	garnered	77:5,16,19	14:13 44:21
107:20	57:18 65:17	111:8	78:3 84:3	62:15 64:12
formula 16:18	66:4 67:1	gather 118:10	89:21 90:2,6	68:5 77:16
20:9 68:21	68:15 70:16	gave 90:3	90:19 115:7	79:3 113:10
69:10	75:2 77:22	142:22	136:12,16,18	116:5 126:3
formularies	86:6 92:11	general 13:22	136:19,20,21	130:17
15:20 47:19	92:13 94:8	26:5 60:9,10	136:22	136:20
47:21	98:4 103:18	67:11,17	generics 12:21	139:13
formulary	107:13,17,20	72:9 99:5	13:5 71:2	142:17
15:13,16,21	108:8 109:7	102:10	73:1 76:20	156:16
16:20 17:11	109:9,14	125:20 128:2	76:22 77:2	159:18
17:15 19:9	110:17,18,19	128:13	77:13 90:16	165:19
22:18 24:17	112:12,17	134:10	90:17 92:19	gone 65:8
45:12 47:12	114:18	139:17,20	geographic	good 14:7,9
47:13,16	116:10,21	140:20	43:20 163:8	44:22 45:22
48:6,9,16	118:10	151:20 152:7	geographical	124:12
97:8,10,15,19	122:17	generally	163:11	130:14,19,21
97:20 98:2,9	123:17 130:1	13:17 26:4	get 14:17 17:3	got 29:8 77:19
98:15,18,18	130:21 131:2	35:21 59:15	37:7 56:13	80:1 86:17
98:21,22	135:22	59:19 60:18	56:17 66:3	130:14,19,21
99:6,6	138:10,11	65:19 68:6	66:15 86:18	143:2
formulas	147:20 156:7	108:12	123:11	government
144:18	158:15	124:19	137:10 140:1	73:19 154:7
forth 165:10	160:21	128:19,19	getting 116:10	GPI 64:1,1,2
167:7	161:12 164:9	141:11	give 39:1 116:2	graduating
four 20:5 22:9	164:22	145:14	given 20:16	10:17
110:18,22	front 18:5	150:22	52:7 55:2	greater 26:16
fourth 67:1	73:22 86:6	155:13 156:9	70:15 73:22	86:12 92:16
free 8:11	93:4 103:13	156:22	giving 90:10	93:2
frequently	FUL 72:15	generic 12:1	go 9:3 17:4	greatly 13:7
33:12 66:7	73:2	13:10 35:6	19:22 36:19	group 25:5,5
68:8	full 102:20	35:14,17,18	36:21 37:18	26:1,9,12
from 10:17	103:6	36:12,16,17	45:2 64:7,12	37:8 46:11
11:21,22	function 96:22	37:8 39:16	68:7 83:10	162:7
12:1,22 13:7	functions 21:1	39:17,18	90:3 96:5	groups 35:9
14:5 16:4	22:21 23:1,8	48:4 60:11	97:21 113:12	37:4,5 147:8
17:13 22:9	funds 148:6	60:12,14,16	124:16	grows 77:20
22:12 23:6	further 64:12	60:20 62:9	149:21 159:8	growth 87:5

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

14

129:16,18	138:13	162:12 164:4	97:15,17	161:6,7
guarantee	144:12	have 7:15 9:14	98:2 99:9,11	HCFA 69:19
112:8,18	149:20 155:6	9:16,18	100:3,5	72:20 121:8
guarantees	155:7 163:9	10:13 11:12	101:10,20	HCPC 135:8
111:9 114:4	HAGENS 2:5	13:6 16:22	102:3,7,13	135:11,21
guess 30:22	halfway 64:19	18:2,4 19:5	103:3 105:3	157:9
39:2 68:11	hall 30:2	26:2 29:1	107:4,10	he 32:22 33:1
76:19 101:12	hand 9:8 62:15	31:21 33:1,1	109:6 111:12	87:9 145:16
101:13	79:3 126:3	40:12,22	115:4 116:11	head 8:8
118:12	142:17	41:19 42:1	121:8 125:5	headed 157:15
151:12 166:5	156:16	43:21 44:3,8	126:6,8	157:20 158:6
<hr/>				
H				
H 3:12 4:3 5:3	handing	45:17,20	128:11,13,18	heading 157:4
6:3	100:10	46:1,4,8	129:3,7	157:12
had 11:5 14:14	118:20	47:15,16	130:2,8	headings 157:3
14:16 15:16	137:15 164:3	48:4 51:2,4,6	133:5 134:12	160:6,7
18:8 22:4,7	handled	51:11 52:11	134:20	health 1:10,16
22:10,13,13	109:11	52:16,22	137:22	2:18,20 3:18
24:8,18 26:9	happen 66:3	53:13 54:15	138:11	5:20 7:14 9:1
29:18,21	happening	55:2,5,13	140:21 141:2	9:12,20 10:1
31:6,22 32:1	118:2	56:22 57:11	141:5 142:5	15:6,11
32:15,15,21	happy 8:12,15	57:15,22	145:7 146:3	18:14,20
33:17 38:15	hard 57:19	58:2,2,3,9,12	146:6 147:13	19:2,7 23:7
40:1 43:22	97:20 127:14	58:15,20	147:15,19,22	24:7,19
51:14 52:19	harder 130:7	59:1,9,11,13	148:14	25:17 26:14
54:21 55:5	has 26:22	61:9,18,22	151:17 152:7	26:20 27:2,6
55:14,17	39:21 43:9	62:3 64:5	152:19	27:12 28:12
57:1 74:10	47:9 49:8,9	65:3,8 68:18	153:15 157:2	28:16,18,19
74:10 80:6	51:9 56:5,9	69:16 71:3	158:11 159:7	28:22 29:13
83:1 97:22	56:20 71:6	71:12,14	159:14 160:6	29:14,16
98:1 103:12	74:2,6,14,17	72:10,15	162:9,10	30:1,18 31:5
104:10 105:7	75:14 81:2,6	74:21,22	163:9,10,17	31:12 32:12
105:10 108:2	81:18,22	75:2,5,8 78:4	163:19 164:8	32:15,22
108:19	82:14 87:7,9	78:5 79:4	164:20 166:2	37:6,10
109:15,19	88:10 92:7	80:2,6,20	167:15	38:12 39:21
112:4,5,6,7	98:3 99:10	81:1,4,21	haven't 159:9	40:10,19
112:13	100:1 101:7	82:3 86:9,11	haves 147:9	42:17,21
114:13,15	101:15,21,21	86:21 87:5,6	having 7:6	43:1,2,4,7,18
115:1,4,15,20	102:2,4,10	89:3,3 92:1	17:7 53:8	44:3,10,11,13
116:5 117:15	118:7 125:5	93:1,9,12	82:15 101:22	47:18 48:22
120:19 122:2	126:4 131:1	94:10 95:2,2	115:22	49:1,2,2,6,7
126:7 129:10	136:9 142:18	95:4,5,6,18	HC 158:10,16	49:12,17,22
129:15	144:2,9	96:1,3,7,11	159:1 160:17	50:3,9,18
	145:17	96:12,19,20	160:18 161:2	51:2,9,17

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

15

54:10 56:1	120:5,14,18	116:21	holds 60:20	33:10 38:3
56:21 57:3	121:1,15	Heiner 21:9,16	Holiday 10:22	39:12,18,21
61:5,9 62:10	122:4,7	24:1 30:12	11:13,16	43:6,10 47:1
62:21 63:16	123:14,19	held 10:18,19	12:4,12 14:1	48:1,11 51:9
63:19 65:16	124:1,5,21	help 15:17	14:19,21	55:13 57:19
66:5,10,19	125:2,6,14	22:7 49:17	15:1	57:19,19
67:11,18	126:14,14,18	75:14 105:2	home 5:9	65:14 66:3,9
68:2,9,19,22	126:22 127:2	108:5,5	50:18 126:13	68:2,9 69:16
69:20 73:2	127:14,20	helpful 116:17	126:13,14,17	70:13 73:14
74:6,14	129:20	hematologists	126:21	76:12 77:10
75:16 76:12	130:14,16,17	147:17	127:21,22	78:10 93:9
78:7,10,18,21	130:20 134:6	hemodialysis	128:3,14	94:5 95:20
80:17 81:2	134:16 136:1	138:20 139:9	129:4,10	104:1 110:14
81:15,18,22	136:9 137:2	her 21:10 24:2	131:19 132:1	112:8 114:10
82:11,14	138:3,6,13,19	here 8:2,20 9:1	133:8 134:7	118:5,7
83:5,9,11	139:12,17	40:2 122:15	homes 11:8	119:20 121:6
84:10 85:17	140:8 141:2	hereby 167:6	honestly 14:3	122:10
85:20 86:14	141:5 142:1	herein 167:7	113:8	129:22 133:1
87:16,21	143:10,13,16	high 10:6,8	hope 154:20	133:1,15
88:1 89:18	143:20	19:18 20:13	hormone	134:10
91:3,9,13,18	144:10 145:6	94:10 136:13	129:16,18	135:19 136:7
96:1,9,12,15	146:3,15	higher 45:15	hospital 25:5	136:15
96:18 97:11	147:4,9,11	45:18 49:18	28:6 161:9	139:12 145:5
97:16 98:8	148:6,15,19	52:15 60:7	hospitals 24:16	148:19
98:15 99:10	149:4,7,11,18	60:10 72:10	24:17,18	150:15 159:5
100:1 101:4	150:20	89:22 99:6	25:10,12	160:13
101:7,15,21	151:10,20	121:2 125:22	26:13 28:2	164:15
102:4,15	152:2,7,17	126:1 128:11	38:8 42:9	HPI 6:8 164:6
103:5,10	153:11	highly 8:20	43:3,6 152:3	human 73:15
104:7,10,13	154:10	hindrance	hour 28:21	hundred 47:4
105:9,18,22	155:18 156:1	116:19	house 21:2	hydrochloride
106:18,20	156:2,7,9	hire 22:4,7	38:12 82:22	64:16,21
107:4,9,12,16	158:18	75:21 76:2,5	114:12	I
107:19 108:2	159:13 160:3	hired 22:8	how 12:4 14:5	ID 64:3,6
108:16,18,19	160:18 161:4	75:14	14:19 15:14	Idaho 10:11,17
109:1,14,21	161:11,13	his 87:6	16:4,6,17	43:22 44:1,4
110:19 111:1	162:14	historically	17:17,20	87:2
111:20	163:17,19,19	27:8	18:2,10 19:9	idea 58:3 59:13
112:10	164:10,20,21	history 90:12	19:11 20:4,7	59:17 149:20
113:15 114:7	165:2,16	95:14,20	20:15,17	150:1 151:2
114:10,20	heard 51:22	113:10	21:12,15	identical 84:16
117:6,14	52:7,11,13,19	HMO 49:8	24:20 25:13	85:6
118:4,11,13	59:9 62:1	hold 15:1	26:17 27:5	identification
119:6,9,12,13	71:12 72:15	20:17 30:7	30:7,14	

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

16

9:10 62:17	162:18,19	62:21 63:3,6	107:16,19	143:18,20,22
79:7 100:12	165:1	63:15,16,19	108:2,6,6,16	144:9,16
118:19 126:2	ignore 70:22	64:21 65:16	108:18,19	145:6 146:3
137:14	IHC 1:10,16	66:5,9,19	109:1,11,13	146:9 147:2
142:16	2:18,20 3:18	67:11,17	109:21 111:1	147:4,9,11
156:15	3:20,21 4:8,9	68:2,9,19,22	111:11,12,20	148:5,15,19
159:17 164:2	4:12,13,16,17	69:20 70:15	112:10,21	149:4,7,11,18
identified	4:20,21 5:7,8	71:21 73:2	113:12,15	150:19
132:18	5:9,11,12,15	74:6,14	114:7,10,20	151:10,20
133:13 135:7	5:15,18,19,20	76:12 78:7	115:12 117:6	152:2,7,17
135:13 139:2	7:14 9:1,9,12	78:10,18,21	117:14 118:3	153:11
156:8 160:15	9:20 10:1	79:4,8,10,10	118:4,9,9,10	154:10 155:2
if 8:10,14	15:6,11	79:11,12,12	118:13,21	155:18,22
14:11,13	18:14,20	79:13,14	119:1,1,6,9	156:2,7,9,17
18:8 19:18	19:2,7 22:13	80:12,13,17	119:20 120:5	156:21
20:10 25:19	22:20 23:7	80:20 81:2,3	120:14,18	158:18
28:18 29:18	24:4,10,11,12	81:6,13,15,18	121:1,15	159:13,19
29:22 32:20	24:14,19	81:22 82:1,4	122:7,19	160:3 161:2
41:10 53:6,7	25:17 26:4,9	82:10,11,14	123:14,19	161:4,11,13
57:1 59:2	26:14,17,18	82:16 83:5,8	124:1,5	162:14
64:7,14,16	26:19,20,22	83:9,11,15,15	125:2,6,7,14	163:17,19,19
68:7 76:7	27:12 28:12	84:8,10,14,18	126:4,6,6,13	164:4,10,13
79:16 87:13	28:16,22	84:22 85:1,1	126:13,14,17	164:20,21
90:2 92:3	29:2,12,14,16	85:2,6,17,20	126:21,22	165:2,14,16
94:8 95:11	29:16 30:1	86:14 87:15	127:2,12,14	IHCMed 44:16
97:6,21	30:12,18	87:21,22	127:20,21,22	92:7,8,11,13
104:17	31:5,12	89:18 91:3,8	128:3,14,19	92:18,22
107:19 112:6	32:12,15,21	91:13,18	129:4,10,20	93:10 164:16
112:16	37:5 39:21	92:3 93:16	129:22 130:2	164:18
114:17	40:10 42:16	96:1,9,12,15	130:2,14,16	IHC's 48:21
115:17 117:1	42:17,21	96:17 97:7	130:17,20	108:10
122:19	43:2,4,6,18	97:11,16	131:18 132:1	116:13 122:1
127:20	43:20 44:3	98:8,15	132:7 133:8	imagine 34:11
134:15,20	44:11,13,16	99:10 100:1	134:6,7,16	40:2 160:20
136:5,17,20	44:16,17,20	100:11,14,14	135:8 137:2	impact 16:5
137:1 138:13	45:16,17	101:3,4,7,8	137:16,18,18	imparting
138:17	46:10 47:18	101:15,17,21	138:3,6,13,17	90:11
140:12 142:5	48:21 49:1,6	101:22 102:4	138:18	implemented
144:12,16	49:7,11,17,21	102:6,12,15	139:12,17	97:11,16
145:11 146:9	50:3,9 51:2,9	103:5,10,20	140:8,12	important 8:3
148:9 151:14	51:17 53:5,7	104:7,9,13	141:2,5,15	34:14 35:17
157:18 159:8	56:1,21 57:3	105:9,17,21	142:1,18,20	35:19 49:22
159:12	61:5,9 62:10	106:18,20	142:20	50:8,11
161:22 162:2	62:16,19,19	107:4,9,12,15	143:10,13,16	53:17,20

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

17

113:15 inappropriate 50:22 Inc 5:20 10:2 43:2,4,7,18 44:3 68:19 118:4 126:22 incentivize 90:18 include 19:20 20:1,5 23:2,2 35:1 42:8 100:19 139:1 147:14 included 15:22 22:16,19 66:9 108:3 132:14 133:12 146:19 148:16 155:5 155:17,21 156:5,20 162:16 includes 43:3 100:8 124:5 136:6 including 113:18,20 114:1,4 138:20 inclusive 73:22 incoming 22:9 incorporate 135:12 incorporated 73:12 increase 18:7 26:16 32:4 increased 21:2 21:22 34:11 56:21 increases 35:2 35:20,22	increasing 31:20 116:9 independent 4:11 58:8 81:10,20 84:11 85:8 85:21 86:5,5 86:15,20 87:7,21 93:1 93:12 102:10 independently 109:15 indicate 9:4 35:7 55:3 62:8 64:10 111:17 123:10 135:4 138:18 indicated 67:3 112:16 113:4 indicates 84:3 93:17 132:10 135:1 139:4 140:13 142:8 144:17 146:11 indicating 66:4 68:19 159:9 indication 70:15 indications 67:19,20 industry 1:6 37:22 40:14 41:5,11 42:1 42:13 54:2 56:6 59:16 59:20 61:3 influence 116:14 influencing 66:13 informal 33:6 33:10 34:3	information 33:2 35:1,10 35:11 39:4,8 39:10,14 68:15,16 77:22 97:5 118:10 155:13,17 165:7 infrequent 66:11 infusion 140:22 153:7 161:9 inhibit 20:1 initially 22:11 26:20 56:8 125:7 129:9 initiate 15:18 initiated 144:7 inject 104:5,6 injectable 37:9 45:14 47:8 76:15,17 100:9,21 102:8 103:12 103:15,19 119:14 120:2 126:12 127:17 133:20 141:12 148:7 149:2 153:21 154:2 injectables 104:4 148:10 155:6 injected 103:20 inpatient 152:9 instance 87:1 139:21 159:10 163:9 instances 94:8	136:12 153:6 161:18 instead 17:7 61:6,8 77:5 84:19 85:9 91:18 141:22 insurance 44:10,22 49:16 50:6 62:8 117:5 117:10 insure 122:5 insurer 75:16 intend 113:5 intended 111:17 132:19 157:16 158:11,17 159:1 interactions 39:9,9 90:13 90:13,14 interest 90:18 102:8 130:3 interested 32:21 91:13 91:18 intermediaries 13:6,9 intermediary 11:22 23:5 Intermountain 42:22 124:20 126:18 internal 22:19 108:6 147:14 internally 69:17 109:12 internet 35:10 intimately 136:14 155:12 into 16:17,19	17:17 19:14 20:14 24:7 25:9 32:1 34:21 56:9 64:8,13,18 81:2,22 82:14 87:4 90:3 99:11 100:1 101:7 101:16,22 102:5 104:13 107:3 120:6 127:5,6,19 134:3 139:18 143:16,20 146:10 165:8 167:11 investigate 65:22 investigation 137:12 involve 11:20 27:20,21 28:11 68:13 137:11 involved 11:15 11:21 31:9 56:7 121:5 issue 79:18 110:10 154:16 issued 140:1 issues 15:17 24:13 28:18 34:16,19,21 37:3,18,19 65:9 114:19 115:2 item 137:5 items 9:21 its 47:18 49:6 50:9,11 62:11 63:17 63:20 67:18
---	---	---	---	--

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

18

69:13 71:6	52:12 54:21	55:21 106:15	139:11	143:2
71:18 74:7	55:17 56:6	know 8:15	143:12	leads 77:4
80:18 81:15	108:13 118:9	14:3,4,7 19:2	144:10	87:15
81:19 82:12		19:4 20:19	145:22	learn 11:12
101:5 103:5	J	25:19 27:4,5	knowledgea...	least 51:11
105:5,16	J 2:11	27:8,14	10:2	79:18
109:2,3	January 5:10	29:19 32:13	known 13:20	leave 148:14
114:21	110:12	32:21 38:5	119:15	leaving 44:21
116:14	jewelry 151:15	38:16 39:11	L	left 30:12 64:8
119:10	job 10:18,19	39:12,18	labeled 159:21	157:4 160:8
123:17 138:6	15:4 34:13	43:11 44:6	labor 88:22	left-hand
141:6 143:14	jointly 29:17	49:14 53:8	laboratory	63:22
149:4,7,8	journal 35:9	56:5 57:19	138:21	less 86:5,13,15
150:19	37:5	67:10 77:21	lack 32:9	86:19 90:2,4
155:19	Jr 2:11	93:11 105:15	Lake 1:17,18	90:5,17
161:12	just 7:17,20	107:14,18,19	2:20,21 11:2	103:8 106:12
162:15,16	8:18 14:7	108:1,10,12	29:18 93:5,6	106:14 109:1
163:20	30:2,10 54:7	115:18	163:3 167:3	122:6 128:22
164:11	61:3 62:20	116:22 117:1	language 95:2	129:2 131:8
itself 133:2	63:13 70:22	121:20	131:9 162:10	
142:8	80:4 89:9	125:14,20	lesser 72:8	
I'd 124:18	101:1 103:17	130:18	140:14 142:9	
142:5	110:4 133:5	134:12	146:13	
I'm 7:19 8:11	135:1 142:20	136:14,15	let 7:17 8:14	
8:15 9:5,8,8	145:13 157:2	138:13,16	25:20 28:17	
19:11 29:15	160:6 165:19	139:15 142:7	45:21 54:13	
30:12 37:11	justify 96:6	142:21 144:1	74:21 87:13	
37:17 61:14	J-code 136:4,6	145:9,11,21	162:18	
61:17 62:15	J-codes 136:3	150:6 152:5	Let's 36:19,21	
62:15 78:2		153:15,19	42:15 76:7	
79:3,16	K	157:18,19	104:7 124:11	
100:10	keep 34:15,18	158:4,13	124:16	
111:14	34:20 35:13	160:9,13	165:18	
125:11 126:3	37:3 50:9,11	162:8 163:22	level 46:14	
130:18	50:19,20,21	knowing 54:8	111:4,9,10	
137:15	86:8 112:19	knowledge 9:4	113:18	
139:22	keeping 90:20	9:5,20 18:20	levels 46:9,18	
142:17 146:8	kept 137:2	33:5 44:21	46:19 47:2	
148:21	160:2 164:10	51:11 54:1	111:7	
156:16	Kevin 2:19	57:15 69:9	leverage 87:17	
159:18 164:3	62:20	74:2,5 75:5	LEWIS 2:12	
164:15,16	killing 65:18	90:11 102:12	like 7:20 8:19	
165:1,19	kind 14:7 53:9	103:4 125:1	23:7 33:15	
I've 40:1 52:7	knew 14:7	135:11 139:6	69:17 124:18	

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

19

likely 86:6 128:7 150:4	73:12	low 66:6 78:4 136:13	105:15 107:19 110:7	62:7 69:2,5 69:10,12,14
limit 72:16,20	14:19 20:17	150:18	124:8 139:8	76:2 117:4,9
limited 44:17 92:14 102:10	30:7 39:21 40:1 51:9	lower 60:8 67:7,8,12	141:22	management 43:1 82:21
line 33:14 37:8 67:1 68:13 68:13 92:4 117:3	56:6 118:7,9 125:5	68:6 72:13 78:1 84:4	madness 38:16 MAF 158:16 159:21 161:7	107:1 114:11 21:13,20
lines 102:6	longer 65:15	85:17,20	161:7 163:16	23:21 29:20
link 165:3	82:22	86:1,2 93:21	main 2:6 37:13 44:15 48:21	30:4 96:19
list 3:19 9:16 12:13,15,15 12:17,19 13:1,16 51:6 63:6,6,10 64:19 65:16 66:10,16 68:3,10 69:21 70:3 122:20,21 123:2 131:18 134:20	look 14:5 16:2 16:9 28:2	106:6 113:1 116:14	49:1 117:20 maintain 130:9 130:16 131:9	managers 23:14
listed 12:20 41:19,20 78:3 133:21	29:21 31:13 32:4,8 46:11 64:9,14 72:6 79:14 80:7 95:15 117:21 119:2 126:7 133:5 134:15 137:1,6,19 138:11	123:18 125:22 149:8 151:3	147:11 149:4 lowering 148:22	managing 23:3 manufacture 71:5
lists 133:13	139:21 140:2	lowest 50:1 56:13,17	maintained 63:19 80:17	manufactured 109:10
LITIGATION 1:8	140:12 142:5	140:9 151:21	81:14 82:11	manufacturer 13:2 39:10
little 31:1 42:15,17 51:21 87:13 104:7 159:9	143:3 165:19	luxury 70:12	101:4 119:9 M	39:11 52:12
living 11:7	looked 16:4,5	MAC 62:1,6	138:5 143:13 155:18	52:16 60:2
LLP 2:5,12	31:7 94:9	62:10 63:6	164:10	65:10 71:3,6
load 34:21 157:22	108:14	63:10 64:21	major 51:5	77:16
loaded 25:9	129:18	64:22 65:3,8	majority 131:15	manufacture...
locally 49:4 122:15	131:17	65:16 66:5	make 15:12	12:2 13:13
located 11:1 29:17	165:12	66:10,10,12	16:15 20:13	16:4,6 17:14
Logan 163:4	looking 17:6	66:15,16,19	25:8 27:17	18:13,15,21
logic 72:3	25:6,10	67:12,18	31:12 68:11	19:3,8 35:3,6
	31:10 40:6	68:2,10,10,22	38:6 90:6,7	38:20 49:19
	60:13 68:17	69:2,7,10,13	98:5 103:16	50:20 51:3
	88:18 97:1	69:15,18,18	118:1 121:10	51:10,13,19
	110:10 113:9	69:19,21	121:13,16,21	52:13,17
	114:13,14	70:3 72:7	121:22,22	58:19,20
	looks 65:12	76:15,20	makes 46:17	67:14 73:18
	144:3	77:5,7 84:1,5	making 17:15	77:14,18
	loss 16:13	88:19 90:5	19:9,14	109:7,10,16
	lost 115:1	106:6 115:9	118:11 136:8	123:11,18
	lot 38:16 58:5	118:16	managed 11:6	124:2 150:17
	134:12	made 30:13	23:7 40:18	150:18
	149:22	42:13 46:12	42:17 49:12	manufacture...
	loud 8:7	83:9,12	49:15 54:10	71:4
		87:20 103:6	59:15,20	many 18:2
				20:6,11 21:1
				21:12,15

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

20

27:5 28:18	127:13,16	86:12 87:5	73:10 75:10	MedImpact
34:10 38:9	140:2 151:22	88:6 89:3,5	159:14	112:1,13,14
43:6 44:7	154:19,21	90:11 91:14	meanings	112:16
47:1 48:1	marketed	94:7,10	157:3 160:7	MedImpact's
93:9 110:14	16:21 44:13	95:15,22	means 65:3	113:1
116:4,20	marketing	96:5 105:3	123:21	Medispan 35:1
118:5 130:10	16:6 49:21	122:14,14	Mechanically	36:7 37:21
134:10	marketplace	127:11	160:13	38:14,15
margin 57:8	129:14	144:19	mechanism	39:6,22 40:8
57:12 89:14	marking 9:9	147:21	29:12 95:2	52:13 64:2
90:21 91:19	62:15	151:13 153:3	134:14	68:18 70:16
111:17	marks 151:15	158:5 162:8	Med 164:13	70:16
121:17,21,22	markup	162:10,10,21	Medco 21:2	meet 110:11
121:22	150:13	165:20	38:7 55:18	122:3
123:14	Massachusetts	maybe 33:15	83:1,10,12	meeting 28:6
131:10 147:5	1:1 2:7	79:22	104:10,21	29:9 75:13
151:7,11,14	maximum 3:18	McKesson	105:5,5,11,13	meetings 25:2
151:16,18,18	60:13 62:1,6	25:7 61:16	105:16,20	25:14 26:3,3
margins 61:19	62:8 63:7	MDL 1:6	106:7,20	28:9,18,20
91:14	146:15,20,22	me 7:17 8:11	107:4 108:17	29:11 41:2
mark 89:16	155:7 156:8	8:14 10:6	108:19,20	41:22 75:11
marked 9:10	156:20	25:21 28:17	109:3,4,6,8	meets 147:12
62:17 79:4,7	158:18	38:21 45:21	109:10,15	member 15:17
81:6 100:11	may 12:21	54:13 65:18	110:1 114:14	40:14 89:1
100:12	14:14 16:20	74:21 78:5,5	114:16,18,22	95:10,11
118:19,21	16:22 17:2	87:13 96:20	115:2,8,12,15	102:20 103:9
126:2,4	19:18,19	106:11 124:3	116:7 117:15	104:4,5
137:14,16	20:2 22:15	124:12 138:1	117:16	108:5 115:19
142:16,18	28:20 29:9	142:22 144:3	media 154:6	115:19 121:6
156:15,17	35:6,8 46:12	162:18 167:7	Medicaid	122:17
159:17,19	46:12 47:14	167:10	154:8	162:13
164:2,4	47:15,16	mean 12:18	medical 4:18	members
165:14	52:22 54:11	19:15 22:2	4:20 99:17	15:12 22:12
market 14:10	54:11 58:4,9	44:19 52:4	99:21 100:3	22:17 44:4
18:1,2,3	58:9 63:14	53:3 59:22	100:20,20	45:20 48:16
19:14,16,17	64:10 65:8,9	62:5 65:2	102:9,16,17	51:20 71:21
19:17,19	65:10 66:7,7	67:21 71:16	147:12	78:5 87:12
20:4,8,10,11	66:12,18	72:18 144:5	Medicare	90:10 98:20
20:16,16	68:15,18	157:7,12	73:13 153:19	102:9,22
31:17 36:17	69:16,17	158:1,7	154:1,2,4,11	103:6,13
56:9 66:13	71:3,5 75:12	160:8 161:2	medications	105:3,17,21
77:13,19	75:13,16	164:14	45:11	116:6 129:11
78:13 106:22	77:14,18,22	meaning 59:18	medicine	144:22 145:5
116:13 122:2	78:2,4,5	60:15 61:2	147:14	145:16

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

21

154:18 156:3	92:20,22	110:20 121:5	128:22 131:8	135:14,16
161:12,20	93:3 106:4,5	121:10,12,15	133:1 150:15	136:2,3,6,7
162:6	106:6 108:15	121:20 122:1	multiple 67:13	136:10
membership	108:20	122:2 124:11	mumbling	need 8:14 17:4
44:2 49:8,10	121:12 131:2	125:17 128:7	71:1	30:22 70:3
49:11	131:3,12,22	130:4,6,7,11	must 147:9,11	87:11 88:21
mentioned	137:9 154:3	147:21 150:3	147:13,15,19	90:14 151:12
13:15 17:13	minutes 28:21	150:11 152:2	Mutual 49:4	154:17,17
19:13 21:21	137:18	153:12	my 7:13 8:3,11	needed 103:14
27:15 35:12	miscellaneous	162:17 164:1	9:3 10:12	needles 132:12
36:6 37:4,20	4:19 100:8	MORGAN	15:21 19:5	needs 17:1
51:22 52:19	100:20 102:9	2:12	20:21 21:2	110:11 122:4
53:10 74:10	102:17	most 10:2 28:7	23:12 30:8	122:4 147:12
120:13	MOD 160:8	49:9 58:4,5	30:10 31:9	negotiate
Merck 105:5	model 59:7	93:11,12,12	44:21 53:1	12:12 13:1
114:14	86:4	120:12 121:8	53:20 59:8	13:12 18:21
method 38:5	Modernizati...	121:13	60:1 73:1	19:3 49:18
38:16 136:11	73:13	129:12	74:5 75:5,13	55:19 56:13
methodologies	moment 79:14	131:11,22	97:20,22	56:16 86:2
42:2 124:20	119:2 143:3	150:17	101:12	116:14 117:6
methodology	money 86:13	move 64:18	102:12	117:11 140:8
136:1,9,14	90:7,17	moved 125:12	106:12	162:22
145:10,11,13	114:17,21	125:14	107:14 117:1	negotiated
149:2,8	115:2,4,11	Mr 2:4,11,19	117:3 139:11	18:14 27:12
metropolitan	121:13	3:8 7:10,15	145:21	72:6,10
87:8 88:8	monitor 35:8	8:18,21,22	165:20	112:9 116:18
93:7	Monthly 25:15	9:11 36:19	167:11,14,15	127:8 153:22
middle 132:9	months 14:13	36:21 62:18	167:16,21	negotiating
might 110:11	14:14 110:13	76:11 79:8	Myself 24:9	19:8 57:14
mile 86:22	more 20:14,22	79:16,19,20	N	58:1 116:16
miles 93:5,6	30:10 31:13	79:22 80:4,6	N 2:1 3:3 7:3	148:22
milligrams	31:16,22	100:13	name 7:11,13	negotiation
16:22 17:4,5	32:3,8 33:12	118:20	58:5 70:3,20	21:4 75:15
64:16	33:17 39:2	124:16 126:3	71:7 83:22	78:17 83:11
Milliman 75:1	43:22 44:17	137:15	167:16	87:10 116:22
75:3,6	44:18,20,22	142:17 143:2	names 29:6	130:11,12
mind 97:20	45:1,1 47:6,8	143:3 156:16	40:6	negotiations
153:7	51:21 60:2	159:18 164:3	Natargiacomo	18:12,17
mine 80:4	60:18 68:6,8	165:18,22	2:4	42:9 57:20
minus 56:10	75:4 87:16	166:5	National 40:21	57:21 58:2
76:15 83:22	89:18 90:16	Ms 21:16	58:12,19	
84:4 85:16	96:21 97:18	much 67:7	nature 103:15	59:8 78:14
85:18 88:19	106:16	88:5,5 96:22	120:3 141:1	79:1 80:21
89:4 92:18	107:17 110:8	121:10,12	NDC 64:4,5	81:19 83:3

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

22

127:7 129:22	161:6,9	113:11 114:7	number 31:19	65:8 66:10
130:1,5,7	none 21:14	115:22	35:5,13,16,18	66:12,15,20
139:16 148:1	nonetheless	121:13,21	35:19 54:9	76:15 77:6
154:19	56:12,16	122:15	64:4,7,15	78:8,11,12
neighborhood	57:8	128:11,16	65:19 116:17	84:18 85:9
150:17	non-formula...	132:19	118:8 134:13	85:14 88:11
net 16:5 117:4	15:16	133:14,20	136:3 144:21	91:5 113:10
123:17	normal 130:12	134:21	145:5,16	120:20 123:9
network 22:8	normally	136:19	155:8	125:3 129:1
45:2 65:21	130:10	138:16	numbering	131:2 134:2
78:16 80:15	north 93:5	139:15,22	79:18	141:20 148:8
83:1,13	not 8:16 19:4	145:22 146:5	numbers 62:19	150:4 159:2
87:12 92:14	22:15 28:18	149:10	62:22 64:5	159:11
92:16 93:2	28:20 29:3,6	151:16	79:10,11,13	offer 78:11
104:22 105:6	29:15 30:12	152:10 153:9	100:14 119:1	103:11
105:7,16	31:6 32:1,11	155:12	126:6 135:14	111:10
108:7,7	32:14,15	157:17	135:17 136:2	offered 93:4
111:7 112:18	33:12,13	160:16	136:7 137:17	101:15,21
147:12	36:18 37:17	161:13	142:19	102:5 111:6
148:15	39:2,20	162:17	147:13,16	114:5 117:12
161:14,20	41:19 42:14	163:17	numerous	163:18
162:16,19	44:22 45:22	164:15,15,16	77:14	offering 112:2
networks	52:8 53:1,16	Notary 167:5	nursing 11:8	office 24:12
114:2	53:21 54:2	167:20	50:18 133:16	29:18 31:18
neurologists	54:11,15,17	notation 64:22	NW 2:13	31:20 125:19
147:18	54:22 55:3,8	notes 165:20	<hr/>	146:2 153:21
never 115:19	55:15,21	167:14	O	161:10
116:5,7	57:1,2,13	nothing 167:9	O 1:3,14,22 7:3	offices 25:1
152:5	58:3,5,9,15	notice 3:15	oath 7:20	28:1 31:11
new 30:15	58:18 59:1,7	9:12 78:2	obtain 18:4	31:14 50:19
41:15 67:6	60:6,21	notification	68:15 94:21	103:21
newsletter	61:11,21	35:3	127:14	often 13:5
35:9 37:4,5,8	66:1 68:6	notion 59:17	occasion 11:12	25:13 33:10
37:10 77:15	69:20 70:1	November	occasionally	66:3,9 68:2
next 15:4	74:20 75:6	15:5 110:7	29:4 41:14	135:12
133:18	81:11 85:15	now 7:20 26:22	72:13	Okay 8:5,13,17
157:12,15,20	86:7,21 87:5	28:17 42:5	occur 33:11	8:21 9:8 10:5
158:6,10,16	88:6 89:6,12	42:16 44:21	130:5	10:17 11:11
160:10	92:6 93:20	53:21 65:10	October 110:7	11:15 13:9
nine 110:12	96:3 102:3	77:16 97:6	off 12:13 13:1	13:12,15
nods 8:8	103:13,17	100:10 126:4	36:19 37:1	15:19 16:14
non 48:7 97:19	105:12,19	137:15 145:9	42:10,12	19:13 20:17
98:9,15,17,21	106:9,12	147:10	48:14 55:20	21:6 27:11
99:5 140:13	107:22 113:5	156:17	57:5 64:22	29:11 30:4

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

23

32:17 34:13	130:10,19	order 8:19	140:22 145:1	101:17,22
37:12,15	134:15	18:4 34:20	146:1 147:20	110:15 122:2
61:1 63:22	141:16	122:17	153:6,18	122:13,16
64:19 71:12	142:12 153:6	ordered 93:19	159:13	130:7 136:12
79:19 81:13	155:6,7	ordinary 63:16	others 54:15	143:18,22
85:16 86:14	161:18 164:1	63:20 80:17	61:17	149:11,16,19
98:8 116:13	ones 40:17	81:15 82:12	our 15:14	149:22
122:19	80:1	101:5 119:9	20:22 22:5	outlined 140:3
124:11 132:6	ongoing	138:6 143:14	24:9,16 25:4	outpatient
133:18 135:7	114:19	155:19 160:3	25:7,8 31:17	5:14 45:10
136:5,15	129:10	164:11	34:21 38:8	138:4,14
137:1,20	154:19	organization	40:6,8 44:1,2	140:21
138:1 142:8	only 24:2	38:13 42:18	44:15 51:6	141:13 152:4
143:5 153:17	26:22 28:21	49:15 62:7	51:20 55:17	152:8
155:15	29:9 62:14	69:12,14	55:21 65:21	outside 23:8
159:12,16	65:10 76:20	organizations	68:18 72:2,3	44:8 45:2
160:19 163:1	93:4 115:16	69:3,5,10	76:16 78:6	96:9,13
old 67:2	115:20 124:5	76:3 117:5	78:15,15	161:20 162:1
160:20	132:19	117:10	80:13,15	162:6,15,19
once 16:21	onto 31:16	originally	87:11,12	over 33:19
68:6	oOo 3:1,9 4:1	65:12 153:22	89:1 90:9,18	45:21 47:9
oncological	5:1 6:1,11	orthopedic	90:20 97:19	50:21 54:13
43:14 141:19	operate 43:20	147:17	97:22 102:9	56:9,22
oncologists	operated	other 10:13	103:17 110:8	64:12 92:16
147:17	102:11	17:6 20:1	110:11,13	111:12
oncology	operates 43:21	26:14,19	114:15	112:14 113:9
141:18 142:6	44:22	27:2,5 29:2	116:16,19	129:10
153:6	operations	29:14 37:12	126:15	146:10
one 2:6 16:7	21:3,22 22:2	37:19,22	129:11	147:20
17:8,14	22:3	38:1 41:18	147:12	148:22
21:17 22:4,7	opinion 23:10	42:20 44:4,9	148:22	150:13 154:7
24:6 26:9	23:12 123:13	54:10 69:2,5	150:16 154:3	158:15
27:15 29:4,5	123:18	81:11 85:12	154:18	160:10
29:9,10	opportunities	91:10 107:5	ourselves	165:20
35:12 38:1	13:3 32:2,4	113:1,4	65:21	overall 90:20
38:17 39:2	42:8	120:20 121:3	out 8:7 9:13	112:18
43:22 45:17	opportunity	123:22 124:8	18:10 29:22	own 47:18
46:17 64:10	13:1 87:5	128:10,12	41:15 65:14	69:13,15
65:10 87:15	90:5 115:10	129:2,22	71:8 82:1,16	105:5 118:3
89:5 107:17	120:7 127:15	130:19	83:15 84:13	owned 43:6
110:19 115:3	162:12	131:20	84:18 85:5,7	81:10 102:11
116:21	opposed 133:2	132:20	95:12,16	118:7,9
122:16	148:10	133:20	97:18 99:12	ownership
124:11	oral 45:10	139:10,21	100:4 101:8	38:15 118:17

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

24

130:3	108:19	143:9 165:13	122:2 129:4	51:15,18,18
owns 26:22	109:20	particular	132:19	51:21 53:7
118:4 122:17	111:18	20:12 29:20	138:19 140:9	55:17,21
oxycodone	115:13,14	35:20 62:9	153:12 154:1	62:7 69:16
64:20	121:20 122:7	68:21 71:4,6	154:17,21,22	69:18 83:11
oxycontin 71:4	123:19 124:1	71:20 72:5	159:3,4	107:5,7,17
P	124:1 125:8	77:20,21	162:14,17,21	110:9,10
P 2:1,1 7:3	127:22	78:3 92:1	paying 29:19	111:17,22
package 39:12	128:10,19	132:6 136:3	31:7,13 32:2	112:8 113:5
94:8,10	133:15,17	137:5,7	33:14,15	113:14 114:8
packages	134:10,13,17	145:17 147:8	58:14 65:4	PBMs 23:6,11
39:12	134:18,22	165:3,4,9	71:18 91:9	55:2,11,14
page 3:5,13 4:4	135:2 140:5	partners 27:2	102:20,22	56:7 83:10
5:4 6:4 63:9	140:14 145:6	27:6,8 78:15	103:1,17	104:8 107:20
64:20 67:2	146:12 148:5	partnership	105:20 109:1	110:17,19
80:1 83:15	148:8 149:1	26:19	123:21 128:8	111:1 113:10
83:16,18	152:20 153:7	party 58:1	129:17 140:3	113:11
84:8,22 85:6	panel 44:17	139:15	149:17,20,21	117:12
93:16 97:7	45:1 161:17	passed 27:12	150:2,4	PCDDs 157:11
132:7,10	162:1,2,6,15	past 74:18,22	151:3 154:4	pediatricians
138:17	paper 121:7	96:3 113:10	154:7 159:11	147:15
140:12 144:2	paragraph	146:7	162:11	pending 8:16
146:10,11	92:5 132:9	patient 14:16	payment 83:22	Pennsylvania
156:19	133:19	39:10 98:3	91:7 116:14	2:13
159:20 164:5	138:18 139:4	153:3	132:3 133:2	people 21:12
pages 9:15	140:13	patients	136:8 139:1	21:15 22:9
122:19	parameters	116:18,20	139:7,13	22:11 33:19
167:13	116:7 117:22	122:4 147:12	142:9 149:8	68:15 151:13
paid 11:13	parent 43:1,5	patient's 90:12	156:7	151:13
29:1,13	Park 1:17 2:20	patten 70:10	payments 47:6	per 14:5 94:9
31:10 32:9	93:6	patterns 16:3,3	87:20 103:6	104:21
32:21 34:1	part 18:1	16:17,19	105:15 124:8	106:17 108:3
48:15 53:15	32:14 83:10	17:10 25:10	141:21	115:13
54:9 56:21	87:22 88:18	28:4 97:4	144:20	165:10
56:22 59:10	105:1 114:5	pay 15:15 32:5	164:22	percent 26:21
59:15,19	120:12 139:8	33:21 45:20	pays 53:22	27:1 39:3
61:9 66:5	153:12	62:9 71:22	73:3 86:15	48:14 52:15
67:21 70:5,6	161:13	72:8,20	91:3 128:14	52:18 83:22
84:4 85:17	participate	85:20 86:1	131:1 134:7	84:5,19,19
89:18 98:20	80:15 93:2	86:14,19	139:18	85:9,10,10,16
103:4 104:21	97:18 163:12	87:16 90:16	162:16	85:18 89:4
105:1 106:3	participating	103:13	PBM 15:14	92:19,21,22
106:18 108:7	5:13,17	112:10 120:8	21:1 22:19	93:3 94:11
	102:14 138:2	121:15 122:1	22:22 23:1,8	106:5 108:15

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

25

108:15,20	persons 54:11	32:22 38:9	109:2 111:18	29:12,16,17
120:4,16	pharmaceuti...	42:9 50:17	112:17 113:7	30:4,9,13,16
125:8 131:2	1:6 11:13,16	53:15 54:7,8	115:16	31:8 33:2,7
131:3,12,22	11:20 12:13	54:12,16,17	116:10,15,16	34:14 37:3
137:9 141:15	12:16 14:2	54:22 55:4	116:21 117:6	38:8,11
141:17,20	16:21 28:10	56:14 57:4,7	117:11 118:3	40:18,21
142:13,13	29:2,3 30:18	57:15 58:6	118:4,7,8,11	45:11 48:13
150:17,21	38:4 40:20	58:12,16,21	118:12,17	52:9 53:8,22
151:8,15	41:2,13 42:3	60:8 65:9,11	120:3,10,12	55:19 58:13
154:1,3,4,5	44:21 45:4,8	65:15,18	120:14,19	60:3 61:3
154:11 159:2	45:21 46:2,5	66:4,14	121:2,13,17	65:21 71:18
159:3,11	47:2,6 49:18	67:22 68:12	121:21 122:6	76:16 77:9
162:9 164:13	50:12,14,16	68:16 70:1,5	122:16	78:15 80:15
percentage	51:3,5 52:2	70:7 72:1,4	pharmacist	82:21,22
18:3 39:1	56:2,12,20,22	72:11 76:13	10:20 11:4	83:12 86:4,5
56:8 134:7	57:4,9,16	76:14 77:4	12:11 22:16	86:21,21
134:19	58:14,21	77:22 79:1	26:9 87:3,4	87:7,7 88:4,7
percentile	61:13,20	80:14,22	87:11 89:5	89:1,10 91:9
158:8	62:11 69:6,6	81:10,10,12	90:7	91:14 92:7
perfect 106:12	71:22 73:6	81:20 82:9	pharmacists	93:19 94:13
perform 23:8	74:4,8 75:7	82:15 83:3,6	40:19 53:19	94:14,16
performance	75:18,22	83:9 84:11	58:8 90:18	95:3,14,15,18
18:6 111:9	76:13 78:22	84:17 85:3,8	90:22 96:11	95:21 96:5
114:4	89:10,14,17	85:8,21,22	96:14,21	96:19 97:1,2
performed	90:12,20,22	86:1,3,5,11	106:10	97:9,18 98:1
21:2 117:18	91:20 98:9	86:15,16,19	pharmacy 4:6	98:6 99:15
117:20	99:16 105:17	86:20 87:16	4:8,10,12,14	100:19
period 14:14	109:16,20	87:18,21,22	4:15 7:14	102:20
15:2 25:16	111:19 113:6	87:22 88:2	10:12,14,22	103:18
26:7 28:15	120:15,20	89:13,16	11:13,17	104:20,22
31:6 32:8	121:3,3,11	91:3,13,18,19	12:4,12 14:1	105:6 107:1
40:10 51:17	122:11 124:6	92:20 93:1,8	14:20,21	108:5,7,7
105:10 107:9	128:20 129:5	93:9,12,13,13	15:2,6,8,12	111:7 112:9
108:11	132:20 133:9	94:22 95:5	20:18,19,21	114:1,11
109:14	135:12,20	96:1 99:11	21:7,11,14,21	115:18,20
117:14	141:9 145:22	99:20 100:2	22:5,8,13	119:15,21
120:18 145:1	152:11,14	101:16 102:1	23:3,13,21	121:7 122:13
periodicals	pharmaceuti...	102:4,7,11,11	24:5,10,11,13	126:15,16
37:12,13	31:8 37:19	102:13,18	24:14,15,21	pharmacy's
41:6,7,11	51:1 87:4	103:7 105:1	24:22 25:2	57:16 89:10
person 10:1	132:11	105:2,10,13	25:11,11,14	phone 22:9,12
22:4,7	pharmacies	105:16,21	25:22 26:5	30:2 65:17
personal 9:5	13:17 21:4	106:3,15	27:16 28:12	65:19 112:14
30:11	22:10 32:18	108:11,21	28:19,22	physician 6:8

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

26

24:16 28:1	18:12,17	56:21 57:3	122:7 123:14	83:22 84:1,5
30:20,21	19:5,11	61:5,10	123:19 124:1	84:5 88:11
31:10,14	22:14 26:3	62:10,22	124:5 125:2	92:19 106:5
32:9,11,17	33:15 35:9	63:16,19	125:6,14	120:4,15
43:3,10,13,14	46:10 88:21	65:16 66:5	126:14 127:2	141:14,17
50:18 52:9	105:7 115:15	66:10,19	127:15,20	142:12
98:4 115:17	118:2 127:7	67:12,18	129:21	150:21 154:1
122:18	140:21	68:2,9,22	130:17,20	154:4,5,11
124:18,21	145:12 167:7	69:20 73:2	134:7,16	161:19
125:1,16,21	placed 32:16	74:6,14	137:2 138:3	point 26:2 30:5
140:22	Plaintiff 2:3	76:12 78:7	138:6,13,19	30:8 31:8
145:15,18,19	plan 9:12 24:8	78:10,19,22	139:12,18	52:20 74:9
147:6 148:8	28:16,18,19	80:17 81:2	140:8,14	75:5 124:12
148:9,12,16	29:14,16	81:15,18,22	141:2,5	129:18
149:8,14	37:6 46:8,10	82:11,14	142:2 143:10	pooling 26:15
150:20 151:7	46:16 49:4	83:5,9,12	143:13,16,20	population
151:19	69:19 74:21	84:10 85:17	144:10 145:6	49:8
152:21	85:3 99:3	85:20 86:14	146:3 147:4	portion 117:1
153:12 154:8	105:18,22	87:16,21	147:10,11	139:7,9
156:5,13	149:11	88:1 89:18	148:15,19	164:22
162:5 164:6	161:13	91:3,9,13,18	149:4,7,18	POS 44:18
physicians	plans 1:10,16	96:2,9,12,15	150:20	position 7:12
16:3 17:3	2:18,20 3:18	96:18 97:12	151:10,20	11:12 12:11
22:10,17	5:20 7:14 9:1	97:15,16	152:2,7,17	15:1,5 20:17
31:3 42:9	9:20 10:1	98:8,15	153:11	30:7,15,20
78:1,4 97:3	15:6,11	99:10 100:1	154:10 156:7	53:20 130:18
103:20 125:8	18:14,20	101:4,7,15,21	156:10	positions 23:19
125:13,15,21	19:2,8 23:7	102:5,15	158:18	possible 50:1,1
143:11 147:9	24:19 25:17	103:5,10	159:14 160:3	56:13,17
147:14	27:13 28:12	104:8,10,13	161:4,11,19	71:10 72:2
149:17	28:22 29:13	105:9 106:18	161:19	118:15
154:19	30:18 31:5	106:20 107:4	162:14	145:14
164:16	31:12 32:12	107:10,12,16	163:17,19,19	possibly 31:21
physician's	32:15,22	107:19 108:2	164:10,20,21	60:21 101:13
31:18,20	39:21 40:11	108:16,18,19	165:3	139:22
146:2 153:21	42:17,21	109:1,14,21	plate 112:15	potential 42:10
161:10	43:4 44:3,11	111:1 112:10	platform 111:6	42:12 113:2
pick 30:2	44:14 45:5,9	113:15 114:7	platforms	power 26:13
115:20 116:3	46:1,4,7	114:10,20	113:21	26:15 86:12
picked 95:11	47:18 48:22	117:7,15	please 7:11	88:7
picking 38:17	49:1,2,6,7,12	118:13 119:7	10:6 84:22	PPO 44:18,19
Pink 37:7,15	49:17,22	119:9 120:6	92:3 138:17	practice 17:1
37:16 77:17	50:3,9 51:2,9	120:14,19	144:16 146:9	116:1 139:20
place 1:16	51:18 56:1	121:1,15	plus 43:12 56:8	147:15

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

27

preference 152:8	165:12	14:1 25:9 28:3,5 29:1	prior 15:16,18 18:22 19:7	165:2 produce 41:6,7 69:20 70:3
preferred 22:18 47:16	12:15,17,19 12:20 13:2,4	29:13,21 31:7,10,13	19:11 25:19 26:4,7 31:6	produced 62:21 124:13
48:6,7 51:6	13:16 14:6,6	32:9,21 34:1	32:1,7 33:8	155:2,2
162:3,10	14:7,9,18	34:6,8,10	55:6 83:5,7	156:21
prepared 9:19	33:18,21	35:3 39:16	97:1 102:15	159:13
prescribing 16:3 97:4	35:2,7,21,22 36:3 39:14	50:19 53:14 56:21 60:5,8	107:3,14 108:11 109:3	163:16
prescription 4:6,10,14	39:17,18 41:1,2,12,17	66:5 67:12 67:21,21	119:22 120:1 120:13	165:16 product 14:10
12:3 33:8,21	41:21 52:1,5	68:5,6,7,8,10	127:19	14:11,12,13
34:2,15 36:4	52:6,8,20	69:13 70:5,6	138:15	14:15,17
72:6 86:7	53:9,21	76:20 78:6	163:17,20	16:11,20,22
88:17 89:4	56:13,17	78:18 94:20	private 74:3	18:7 20:12
90:10 95:11	60:3 62:7	127:17	probably	29:20 35:6
115:19	65:12,15	128:14,19	22:11 40:3	35:17,19,20
146:19 147:1	66:12,19	131:11	49:14 80:4	36:16 39:11
153:18	67:3,4,6,9,15	132:18 135:7	83:7 113:13	41:18 44:17
prescriptions 11:5 12:5,8	67:18,19,20 68:17,20	136:6 139:18 140:1	problems	44:18 46:10
12:10 31:14	73:3,6,11,14	pricing 29:22	105:4	46:11 48:19
90:8	73:16,17,19	33:8 34:15	procedure	50:1 55:22
presentation 42:11 53:1,4	73:20,21 74:2,7 77:8	34:20 35:1,2 37:3,9,21,22	75:4 157:8,9 157:13	60:19 62:9
presentations 40:22 42:2,6	77:21 78:1,4 78:21 84:4	38:4,19,22 69:15 76:15	procedures	64:3,6,11,14
42:7 55:2,13	85:17,21	78:14 83:19	128:17	65:4,8,11
75:17	86:1 90:5	83:21 84:13	153:18	66:2,18
presently 30:22 47:7	91:8,9 93:16 93:20 94:21	84:16,17 85:5,6 88:9	144:21 146:1	67:18 70:9
48:4 118:6	102:20	99:10,11	161:17	70:13,14
pretty 124:12	111:18,19	100:3 112:20	proceed 65:22	71:18,20
prevailing 146:14	115:9 122:20 123:2,17,19	113:9 118:16 131:1 132:15	proceedings	72:21 73:16
previous 104:8	124:1,1,5 133:13 135:2	primarily	167:7,10	77:9,17
113:11	135:5 136:7	32:10 43:21	process 19:9	88:20 89:2,3
160:21	136:18 140:9 148:22	primary	69:17 75:15	90:6 91:1,14
previously 54:11 74:10	150:10,10,11 150:11	126:16 147:13	78:17 104:21	91:15 92:7
75:8 76:19	prices 11:12 12:13 13:6	printed 63:12 156:18	115:3	92:11,13,14
88:10 103:1		printout	processed	93:3 94:2,16
104:9 109:13		159:20 164:5	114:15 115:4	95:9,12,16
128:18 150:7			processes 23:5 processing	96:21,21
			21:4 38:12	98:4,5,18
			40:8 104:20	123:5,9
			108:4,9	125:18 131:8
			116:6 117:22	135:2,20
				136:22 137:8
				150:10

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

28

151:15 153:2	72:22 73:3,7	162:5 163:18	151:19	146:13
161:15 163:3	74:4,8 75:7	163:20	153:10,21	152:22
164:19	76:13,14	Professional	156:2 161:17	provides 37:9
production	77:5,6 78:8	167:5	provider 5:6	37:18
65:9 155:5	78:22 86:13	profile 90:12	5:13,17 31:4	providing
products 11:13	89:14,17,19	profit 131:10	31:4 32:20	89:10 107:1
11:16,20	89:22 90:1,2	profitable 86:8	33:6 49:16	121:18 153:5
12:2,14,17,22	91:1,4,10,20	programs	53:22 110:21	provision
13:4,10 14:2	97:2 98:9,16	24:17 97:11	113:13	138:14
15:11,14	98:19,21,22	97:20 98:2	126:14	140:19
16:1 17:6	99:6,6,14,16	progressed	136:21 138:2	153:13
20:1,11	99:19,20	26:22	143:10	provisions
22:17,18,18	100:2 103:7	proposal	144:22 145:6	109:7
24:21 25:1,3	104:1,2,3	107:20	146:12	Public 167:6
27:17 28:3,4	105:17,21	proprietary	147:11	167:20
28:7,11 29:2	109:2,20	59:6	162:12,22	published
29:3,4,5,7	111:19 113:6	proprietor	165:9,13	36:10,13
30:1 31:16	115:3,7	81:11	providers 34:1	66:5 68:10
31:19 35:14	116:5 119:14	prospective	50:17 56:17	135:16 142:1
36:12,17	119:21 120:8	38:12 110:19	73:20 110:11	156:9
39:11,15,17	120:9,11,15	protection	120:10	publisher
40:6 41:13	120:20 121:3	70:11	124:14	37:17
41:15,18	121:4,5,8,11	protective 8:19	128:12	purchase
42:3 44:13	121:14,16,19	protocol	131:20	11:16,20
44:15 45:4,8	122:1,3,7,11	115:15	139:19,21	13:3,7 14:2
45:13,14,21	123:12 124:6	provide 32:5	140:5,9	14:18 50:5
46:2,5 47:3,6	128:4,7,10,20	37:10 43:14	141:3,9,12	54:22 55:4
47:14,16	128:22 129:5	49:22 75:1	143:17,21	55:21 58:8
48:5,5,6,7,8	129:6,11,13	75:21 87:3	145:7 146:4	65:11,15
49:21 50:4,6	129:18	87:12 90:9	146:7 147:5	66:1 70:1
50:6,21 51:5	131:15,18,22	90:14 96:1	147:16,19	89:19 94:16
51:20 52:2	132:1,20	103:14	148:2,4,5,7	95:13,20,22
56:2,22 57:4	133:10 134:6	104:22 105:2	148:14	96:2,4
57:9,17 58:5	134:10,17,17	111:11	149:12	123:17 124:6
58:8,14,22	135:12,13	121:10	150:20 151:2	129:16 131:8
61:13,20	136:18,18,19	129:13,20	151:6,11,21	135:22
62:13,14	136:20	131:21,21	152:12,14	150:10
63:7 66:9,15	139:10 141:6	133:8 144:19	153:1,9	purchased
68:12,14	141:9,13,19	154:17	156:1 161:13	12:14 30:1
69:7,21 70:5	142:6 145:22	provided 39:4	162:14,16	40:7,11 52:9
70:7,8,10,11	147:2 150:5	75:3 89:1,7	163:11	66:21 67:16
70:12,19,21	152:11,14	90:15 106:19	164:21,22	91:10 94:13
70:22 71:8,9	156:2 161:4	111:5 120:7	165:4,7	94:15 99:4
71:9,22	161:12,16	127:15 146:1	provider's	115:7 161:15

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

29

purchaser 53:3	154:15	127:8	recommended	167:5
purchases	questions 8:11	reasonable	17:2 94:19	reimburse
13:16	9:3 92:2	91:19	record 7:12	56:1 57:3
purchasing	105:3 113:11	rebate 13:14	36:19,22	69:6 76:12
11:21 12:22	132:6 157:2	rebates 51:7	37:1 63:13	76:15 77:4
24:14,15,20	160:7 166:2	51:10,14,19	76:11 79:8	98:8,15,17,18
24:22 26:6	quickly 14:17	74:1 109:7,9	118:22	102:16,19
26:10 27:16	quite 14:3 40:3	109:11,16,19	124:17 126:5	103:5 104:22
48:19 58:6	108:13 113:8	recall 13:11	166:1	119:20
58:11 66:13	R	24:8 33:12	records 95:22	120:19
77:9 86:12	R 2:1 7:3	41:10 42:11	96:2,4	136:21 141:9
88:7 95:1	radius 86:22	92:13 97:22	reduce 92:15	141:11
128:22	raise 67:18	104:18,19	115:13	149:13
purposes 8:18	68:7	109:9 112:2	154:20	151:21 152:3
118:16	raised 35:4	112:5,7	reduced 13:4,7	154:10
pursuant	67:19,21	113:8 122:14	reduction	161:11 162:1
123:15,22	154:16	receipts 102:21	117:2	162:2 164:16
124:9 136:8	random 69:1	receive 17:21	refer 158:16,17	reimbursed
137:4 139:13	range 108:14	18:4 35:3	reference 63:1	66:18 76:22
141:21	rate 46:16 50:1	37:6,7 39:5	63:2	77:6 99:14
push 57:20	86:2 91:12	39:14,16	referred 52:20	99:17,20
pushing	98:12,14,14	41:8 44:10	59:9,14	100:2 106:11
127:13	98:17 112:18	45:2 65:17	103:1	106:14,16
put 66:15	121:2 134:22	65:20 77:22	referring	113:7 120:2
puts 87:10	151:21 154:1	110:14 120:4	94:12,15	120:14 125:2
P&T 16:16	154:2,4,11	145:8	101:1 140:19	128:8,9
28:6	156:7 161:18	received	reflect 54:9,17	133:22
p.m 166:7	rates 56:9	131:19	87:22 159:2	141:14,19
Q	72:10 91:17	161:12	reflected 132:3	145:15
qualification	116:14 117:6	receiving	reflective 52:8	149:17
94:19	117:11	10:14	125:18	152:17 154:8
quantity 93:19	128:10 132:3	recently 38:14	reflects 60:4,19	161:22 162:8
93:21 94:3	140:5 154:22	recognize	regard 9:20	reimburs...
94:13,14,15	RE 1:5	100:15	11:19 15:19	42:2 48:11
95:12	read 37:4	156:22	15:21 45:14	48:13,14
quarter 68:7	reads 92:5	159:22	regarding	56:12,20
quarterly 68:4	97:8 133:19	recognized	15:20 75:21	61:6 62:11
question 8:3	153:15	59:19	124:14	73:12 74:8
8:16 12:7	reality 153:15	19:5 53:1	regardless	75:4 83:14
45:22 54:13	realize 7:19	106:12,13	17:22	91:12,17
55:11 81:13	really 32:1	recollection	Regence 49:3,9	98:11 103:14
98:13,13,14	128:16	19:5 53:1	49:15	120:4 124:20
112:7,12	reason 120:5	106:12,13	regions 163:11	125:13
		recommend...	16:15 46:12	132:15 137:4
		Registered		

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

30

137:9 149:1	21:12,15	response 62:22	RFP 75:15	157:22
158:3	reporter 1:21	110:19	110:10,15	158:10,14
reimburses	8:1,8 167:5,5	148:22 155:3	111:1,16	160:10,11
78:7 141:16	Reporter's	responses	112:5,7,16	R.J 37:10
150:20	167:2	110:14,17,22	113:4,5	136:1,9
reimbursing	reports 24:9	111:16 113:4	131:18,19	
74:3 115:8	41:6,7,10	responsibilit...	139:22	S
121:1 125:15	154:6	11:3 15:22	RFP's 111:14	S 2:1 3:12 4:3
135:20 156:1	represent	21:3,5,22	rheumatolog...	5:3 6:3 7:3
relate 39:8	88:15 91:8	23:4,20 24:4	43:17 147:18	safety 28:8
159:5 165:15	116:17,22	24:19 30:14	149:3,5,9	39:9
relates 37:19	156:18	responsibility	rid 14:17	said 8:2 38:22
42:10 139:9	representation	11:5 30:10	rider 158:4	115:18 148:9
relating 163:2	150:9	31:2 103:9	right 21:20	158:4 167:14
relations 31:4	representative	responsible	42:15 51:21	sale 73:16,19
32:20 33:6	28:20	30:17,19	67:3,6 76:8	73:19,21
relationship	representati...	result 34:2,8	81:5 92:1	sales 57:8 60:3
13:22 53:11	129:3	73:13 79:1	135:6 142:4	61:19 73:6
53:14 70:4	represented	113:2 132:4	160:5 165:18	73:11,17
107:5 128:3	116:20	retail 10:19	right-hand	74:2,7 89:14
130:10 149:5	represents	12:11 38:9	123:1 163:1	90:22 123:14
150:8	85:17 88:16	52:8,20 53:8	rise 31:18	147:5 151:8
relationships	request 46:12	55:18 58:8	role 96:22	Salt 1:18 2:21
16:11 104:8	107:20	100:19 102:1	roll 64:6,8	11:2 29:18
relative 49:6,7	require 121:6	102:4,11	136:10	93:5,6 163:3
59:7	154:22	115:22	rolls 136:2	167:3
relevant 59:7	161:16	150:11	ROM 156:20	same 15:1
reliant 86:6	required 20:12	retirees 44:9	ROMs 155:6	45:12 48:14
87:3	20:12 73:18	revenue 86:6	155:11,18,22	55:11 60:21
remain 162:2	162:21	87:6 89:6	roughly 22:15	66:18 70:11
remains 31:3	requirements	90:6 117:2	24:3 47:1	81:13 97:6
remember	121:9	reverse 115:17	routine 138:20	98:12,17
52:21 53:6	requires 72:4	115:21 116:1	138:21 139:2	106:15
112:12,13	resale 150:11	reversed 80:1	139:8 140:13	116:18
125:11	resided 24:4	86:17,18	rules 22:6	120:18 127:5
removed 65:3	resolve 15:17	116:8	165:10	127:9 143:2
Renal 138:3	Resources	review 15:10	run 7:17	144:20 148:8
142:3	31:22	33:17,20	runs 52:14	159:12,12,14
renew 115:18	respect 45:10	41:19	rural 4:15 82:9	save 114:17,21
repeat 149:15	112:3	reviewing	82:15 85:3	115:5
replaced 96:20	respond	90:11 97:2	86:15,19,20	saved 115:11
report 21:8	148:19	reviews 42:8	87:16,18,22	savings 42:8
23:21 24:2,7	responding	96:22	88:4 93:7	42:12 116:8
reported 21:9	113:5	revolves 86:3	RVU 157:20	116:11

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

31

129:20	159:13 163:7	selling 35:6,13	113:18	139:18 152:4
saw 31:16,17	163:10,13,16	35:16,18,20	114:12	setup 21:5
42:12	163:20	151:14	118:11	115:2 117:19
say 13:7 14:6	165:16	sells 46:10	121:18	seven 94:11
20:15 28:4	school 10:7,8	sense 130:6	126:13,17	several 64:5
41:4 45:16	se 14:5	157:10	127:21,22	131:19
49:14 52:13	seal 167:16	sent 9:12 66:1	128:3,14,19	134:13 136:7
55:6 59:17	second 49:12	110:15	129:4 130:14	154:16
60:10 66:8	97:8 160:8	131:17	130:16 133:8	shall 93:18
66:11 130:18	Secondly 95:1	sentence 97:8	133:9,12,15	share 18:3
151:13,16	Section 97:7	133:18	133:16,16	20:12,16
saying 32:14	144:17	separate 43:4	134:7 138:4	shared 29:17
65:18 98:3	see 17:9 38:19	92:8 93:10	139:10 146:1	shareholder
134:12	64:17,22	133:17 148:1	151:19	26:21
says 8:20 70:17	77:15,18	156:12 163:4	152:13,16,20	she 33:1
136:3 160:10	83:19 87:13	163:18	152:22 153:5	sheet 37:7,15
scenario	92:9,10	separately	153:8,8,10,13	37:16 64:15
121:12	93:22 95:15	51:18 135:13	153:18	77:17
schedule 45:15	96:4 97:13	152:16	154:18 156:1	shelf 96:8
45:18 76:17	132:16	September	161:12,17,21	shelves 95:18
103:17 120:3	140:15 142:5	1:19 3:16 7:1	165:13,15,16	Shield 49:3,9
126:12 136:1	142:15 144:3	110:3 138:12	Services-Inje...	shipped
139:3 140:15	145:3,8	167:16	5:9	122:17
140:18,21	146:17 157:5	service 38:14	set 15:14,15	shopping 78:2
141:16,16	158:6 159:7	45:1 110:10	22:4,7 38:5	short 14:11
142:10,11	159:9 163:5	110:20	52:6,12,14	65:8
145:9,10	seem 33:18	165:15	62:7 65:12	shorter 14:14
146:16 148:8	seems 79:17,17	services 4:7,11	65:15 69:19	shorthand
148:11,16	seen 9:14,16	4:15 5:14,17	73:14 78:12	167:5,10,14
149:13	52:14,17	7:14 20:22	82:1,16	shot 69:1
153:20 155:6	55:2,13	21:11,14,21	83:15 84:13	should 33:14
155:7 156:12	137:22	23:22 24:5	84:17 85:5,7	115:4 136:22
160:15,21	144:22 145:5	24:10,11	99:12 100:4	side 163:1
164:1,6	145:17 164:8	25:22 29:17	101:8,17,22	signed 92:8
schedules 6:9	select 47:15	30:1,5,9 31:9	115:9 116:12	93:9 105:8
75:2,3,7	selecting 28:7	33:3,7 34:14	136:19	165:6
141:3,6,8,13	SelectMed	43:15 73:15	142:12	significant
142:1 144:18	44:16 161:2	74:15 82:21	143:18,22	77:8,11
146:20 147:1	163:3,9	89:1,7,11	159:10	significantly
148:2,5	self-administ...	90:9,15	165:10 167:7	78:1
150:19	104:3	96:20 104:20	setting 22:3	similar 38:15
153:17,19	sell 70:10	106:19 107:1	31:9 33:22	52:6 128:10
155:21 156:9	71:18	108:5,6	60:13 75:4	136:21
156:21	sellers 36:17	111:4,10	91:12,17	simply 23:4

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

32

30:10 90:10	70:19 76:13	125:11	staff 11:4	strength 64:18
108:9 121:21	76:14 102:17	somewhere 53:1	22:10 25:12	strike 108:17
simultaneou... 127:7	147:2	sorry 111:15	stand 157:21	111:14 144:8
since 51:11	sole 81:11	125:10	160:18	152:12
61:4 101:17	solely 102:19	south 93:6	standard 56:5	155:16 156:6
108:13	solicit 107:17	space 29:18	69:9 80:13	164:19
144:10,13	soliciting 23:6	solution 67:15	91:4,4	strong 23:10
single 87:3	some 7:17	speak 8:7	115:15,22	23:12
148:11	22:16 26:19	27:22	143:9 150:12	structure 18:5
sister 127:1,18	30:5,8 32:17	speaking 33:2	161:22 162:1	42:16,22
130:8	39:16 48:5	35:21 141:11	162:4,8,10	46:13 57:22
sisters 127:12	52:17,20	special 119:21	standardize	97:22
130:6	57:4,8 74:21	specialized	129:19	structured
sit 127:16	77:5 83:18	121:9	standpoint	17:20 18:1
situation 87:11	86:3,9 88:11	specialty	14:5 27:21	stuck 53:7
130:12	89:13 91:7	119:13,15	48:11 50:9	subject 119:21
162:20	92:1 99:16	120:15 121:2	57:18	122:11 128:4
situations	108:13 113:9	126:15,16	start 31:18	134:18
88:21 161:21	113:10,11	128:12	45:21 54:13	subjects 9:16
six 14:13 22:11	114:18 115:4	131:20	64:12 71:8	9:17 10:3
47:4 110:16	118:8 122:15	147:16,21	started 22:14	submit 72:4
110:17	124:13	specific 34:5,7	24:7 26:3	73:18
size 49:5,17	127:14 128:6	35:7 41:15	125:7	submitting
58:9 86:10	129:6 130:6	64:13,15	starting 108:19	102:21
92:15 94:8	132:6 136:12	70:9 97:20	state 7:11	subpoena
94:10 95:17	137:11	112:6 134:1	10:11,17	62:22 155:3
111:7 113:9	141:21 147:5	specifically	44:9 49:5	subscribe 36:6
114:1 116:13	150:18	20:22 31:7	167:3,6	37:6,20
116:16,19	151:13 157:2	65:7 66:8	states 26:15	subscribed
sizes 39:12	157:3 160:11	87:1 129:15	44:4,6,9	39:21 40:11
slight 38:19,22	161:16,19	133:21	statin 19:21	167:15
slightly 45:15	somebody	specifics	status 117:22	subsidize
45:18 151:3	151:14	136:14	Stepping 21:6	153:13
small 87:2 94:7	someone 29:21	specified 145:1	still 23:17 24:2	substantial
150:4	33:2 53:4,6	145:2	31:3 40:5	94:5
smaller 44:17	116:2	speed 20:2	44:10 83:2	such 16:12
88:5,5 117:4	something	spent 10:8	95:18 120:2	33:5 98:3,3
117:9	46:9 66:12	spread 91:8	127:12 128:9	116:22
Society 40:19	77:15	112:19 113:2	131:9 154:10	132:12
software 38:13	sometime	113:6	stock 26:21	sufficient 89:9
110:20	20:20 31:5	spreadsheet	storage 121:9	106:18
sold 14:15	138:10	156:19	store 12:3,6	121:17
16:20 32:18	Sometimes	159:21	86:7	152:21 153:4
		Square 12:6	Street 2:6	suggested 52:8

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

33

52:20 55:7	sworn 7:6	19:5,14	154:5,11	39:2 44:4
150:11	167:8	36:20 66:10	tend 36:16	52:15 60:7,8
sulfate 67:2	syringes	66:15 76:10	ten-minute	60:16,20
supervision	132:12	124:15	76:7	67:8 68:6
167:12	syrup 67:16	165:21 167:7	term 12:17	70:6 72:10
supplied 39:12	system 15:15	167:10,14	36:2 52:1,4	85:17,21
153:2	21:4 22:4,5,5	takes 46:10	59:21 60:16	86:15,19
supplier	22:8 24:14	136:2	61:2,22 62:1	89:18,22
119:13	25:9 26:14	taking 8:2	62:4 64:2	91:10 98:21
suppliers	27:21,22	talk 35:1 42:15	71:12,15	99:6,12
38:21	29:19 34:21	104:7 124:18	72:15 73:5	100:4 107:17
supplies 4:20	40:19 72:4	151:12	73:10 105:1	109:3 117:6
100:8 102:9	115:2 116:12	talked 71:5	112:20	117:11 121:3
102:17	117:19 165:8	153:2 158:3	138:10	121:10 122:7
132:11,21	systems 26:14	talking 37:2	terms 12:5,7	123:18,22
133:3	26:20 27:2,6	151:14 161:8	12:22 13:2,5	125:22,22
supply 14:12	38:8,8 40:5	161:10	29:6 49:11	126:1 128:7
65:9 100:20	43:2,7,18	taxing 130:11	49:21 81:3	129:2 130:12
102:8 129:11	68:19 118:4	technically	82:1,15	131:9 143:21
supplying	126:22	92:19	83:14,19,21	147:22 150:4
77:16 129:12	T	technicians	84:13,16,17	153:18
support 105:2	T 3:12 4:3 5:3	22:16	85:5,6 88:9	162:15,17
sure 7:19 25:8	6:3	telephone 66:4	99:10,12	Thank 166:2,4
29:15 30:12	table 133:21	tell 40:3 58:16	100:4 101:8	their 41:20
37:17 45:16	tables 38:21	59:2 65:7	101:17,22	46:18 57:8
61:17 98:5	tablet 17:8	77:3 78:4,5	104:17,19	59:7 61:19
103:16 118:1	65:13	106:2,11	108:1,3,10	63:7 67:12
121:17	tablets 17:8	108:8 138:1	111:7 112:2	69:15,16,18
149:16	89:5 90:4,4	167:8	112:5,6,9,10	70:9 71:3,19
surgeons	tactics 130:10	template 80:14	113:9,16	72:5,7 73:20
147:17	take 8:8,14	80:20 81:19	124:5 143:17	73:20 75:15
surgery 28:1	22:9 26:3	82:8 84:10	143:21	78:3 86:7,8
survive 88:5	32:4 33:15	85:2 93:16	150:12	86:12 89:14
swabs 132:13	35:8,11	99:8,12	159:12	89:17 90:11
swing 161:20	66:11 74:21	112:11,15	terrible 54:13	90:22 91:20
162:1,6	76:7 79:14	165:12	testified 7:7	95:17,22
switch 22:17	114:11 117:1	templates	76:19 104:9	96:2 98:4
61:22 83:10	119:2 124:11	82:18 83:2	109:13 150:6	103:8,20
98:4,7	136:10	85:7,13	testify 9:19	113:20 114:1
114:18	137:18	88:10	testifying 9:1	115:9 123:11
switched 31:6	139:18 143:3	ten 20:6 64:6	testimony	123:14
38:11	165:18	85:9,18	87:14	128:10 131:8
switching	taken 10:13	108:15 131:2	tests 138:21	136:2,11
110:13		141:17 154:1	than 33:13	147:5 151:7

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

34

151:15	therapeutics	136:5 139:6	133:9 160:11	125:4 128:8
158:14	15:13 97:3	139:11	they 15:15,16	128:9 129:4
164:22	therapies	141:15,15	17:3,4 18:19	129:11,13,16
them 13:7 23:2	133:20	142:12	19:1 24:14	130:6,19
32:16 34:11	therapy 132:14	144:13	24:20 26:15	131:21 132:5
38:18 59:2,8	there 8:1 13:1	146:22 147:3	28:2,6 32:14	133:11,14
63:1 75:15	13:3 23:10	147:8,21	32:15 34:4	135:15
90:10 96:6	23:12 24:6	148:1 152:13	37:10,18	136:10
99:10 104:6	25:13 28:10	152:15	38:7,9,14	141:11 145:8
105:1 115:8	28:18 29:11	156:12 160:5	41:7 43:16	145:10,21
117:21	33:5 36:20	161:1,3,16,18	44:10,12	146:21
120:19	37:22 38:5	161:18 163:2	45:6 46:3,6	147:16
121:10	38:18 39:7	163:7 165:21	47:11,22	149:12,20,21
123:10 130:9	39:10,17	thereabouts	48:17 50:4,7	150:3 151:15
131:20	40:22 41:14	24:3	51:8 55:14	152:18 153:3
135:12 136:2	42:1 43:1,17	thereafter	58:4,7,9,11	156:2 159:14
themselves	43:19 45:7	167:11	58:13,20	161:19
104:5	45:19 47:1	therein 155:13	61:14 62:8	163:15
then 8:18 15:5	47:13 48:1,8	there's 8:16	64:8 66:1,17	164:18
16:15 17:6	48:10 65:9	38:16 54:14	69:16,16,17	They'd 140:2
18:6 21:1	65:10,22	58:5 61:17	69:18 70:9	they're 25:3
24:7 25:7	67:13,14	63:8 64:22	72:2,13,20	41:17 58:7
30:11,17	68:21 69:9	77:7 78:17	76:1,2,4,5,6	63:1 70:10
33:20 36:1	70:2,4,6,21	79:20 90:4,5	77:1 83:4	73:22 121:11
39:14,16	70:22 71:2	118:8 130:6	86:11,12	122:13,15,15
46:15 49:4	76:10 77:11	136:17,20	88:6 89:17	128:22 130:4
64:17 65:21	77:14 78:20	148:11	89:18 90:9	142:5 150:2
70:17 71:9	79:16,17	these 9:16,21	90:11 91:20	162:17 165:9
72:6 73:15	80:2 83:11	10:2 18:10	94:16 95:18	thing 17:14
77:19,21	83:18 85:12	28:4 34:2	96:7,17,22	143:2
79:20 80:5	85:15 86:9	42:13 79:17	98:21 99:1,7	things 14:18
102:21	87:2 93:7	79:18 82:18	102:22 103:3	27:16 35:12
110:11,19	94:7 95:10	82:20 83:2	103:4,6,15	37:2 86:7
118:1 122:17	96:14,16	96:10,13	105:3,7,14	think 20:20
124:12	99:19 100:7	99:8 103:7	106:2,11,11	25:22 26:22
140:14	106:15,22	104:1,1,3	107:6,18	31:15 32:13
158:22	109:9 114:16	120:8,9,11,14	108:12,14	34:7 37:14
159:10 165:8	115:5,9,11	121:2,5,8,14	111:3,4,5,6,7	38:1 52:22
therapeutic	116:4,4,8,10	121:16,19	111:8,9,10,10	53:20 54:1
16:1,2 18:1	122:14,14,20	122:1,3,7	111:11	61:8 71:11
19:13,16,17	123:21 124:8	127:17	112:17,19	78:12 79:20
19:19 20:8	124:15 127:8	128:10,14	115:3,7,9,17	79:22 90:21
40:7 41:16	128:6 129:18	131:18,22	120:1,2	94:7 97:17
64:9,10	134:6,9,13	132:1,20	121:6 123:16	112:4 113:8

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

35

117:4 121:22	114:18 116:7	79:15 88:10	times 13:3	139:9
122:14 128:6	123:4,12	100:14	33:12,16	tried 149:19
129:9,15	128:12 129:7	107:11	34:10 145:16	tries 140:8
130:4,13,20	129:12	108:20 109:2	154:16	true 23:15,17
131:16	133:12,15	110:3 119:1	title 20:21	25:16,19
147:20	136:10,11	119:2 120:9	21:10 30:8	28:15 60:20
149:19,20	141:8,8	120:11	37:10 79:22	110:18
150:3,16	143:21	122:20 126:6	titled 63:22	113:12 125:5
151:17	147:19 149:5	128:17	97:7 123:2	167:13
154:15	149:9 150:5	130:17	156:19 157:4	truth 167:8,9,9
thinking	152:16,22	137:18	today 9:1,3,19	try 50:21 56:12
148:21	153:5,14	138:12	14:6 23:17	68:4,6,11
third 67:6	154:22	142:20 143:4	25:8 153:20	78:12 149:11
third-party	155:11,18,22	152:3	166:3	149:16
25:4 73:14	159:8 160:7	throughout	together	162:22
those 14:17	160:13	28:15 40:10	136:10	trying 88:4
17:17 18:17	161:18,21	throws 136:12	too 66:6	turn 83:16
20:13 24:5	162:5 163:12	Thus 70:10	took 15:5	84:8,22 92:3
26:3 28:3,4,9	though 33:19	tied 157:9,9	18:12,17	97:6 122:19
28:20 29:21	127:11,17	tier 48:4,5,6,16	19:11 22:11	124:13
32:22 33:10	128:8	tiered 47:21	62:21 118:2	138:17
34:19 36:10	threat 148:20	tiers 48:1,3,12	127:7	144:16 146:9
37:13 38:21	threatened	tighter 87:10	top 132:9	twice 17:2
41:2,5,8,11	148:14	time 10:10	160:6	two 17:7,7 24:8
41:14,22	threats 148:21	14:15 20:21	total 49:8,11	29:4,5 33:16
42:5,7 45:5	three 10:9 20:5	24:6 26:2,7	138:3 142:3	39:3 52:11
45:17 47:21	33:16 39:3	26:21 31:6,8	touched 42:16	64:16 79:18
51:5,7 54:12	48:2 67:8	31:22 40:3	towards 28:7	89:5 90:3
55:17,20	79:3 80:7,9	46:10 47:9	90:19 125:12	96:20 129:20
57:20 64:8	89:5 90:3	51:17 55:18	towns 87:2	155:5,11,18
75:3 78:14	110:6	56:9 66:20	track 35:5,13	155:22
79:15 80:7,9	through 3:21	74:9 82:20	77:13	158:16 159:8
83:19,21	4:9,13,17,21	105:7,10	traditional	two-sided
84:16 88:2	5:8,11,15,19	106:4,13,15	121:11	142:21
88:21 89:19	7:17 9:15	107:9 108:13	transcribed	type 44:18
90:7,15 94:6	10:15 13:8	112:14	167:11	116:2 117:20
94:22 95:7,8	25:1,4,7 26:8	114:14 115:1	transcription	types 33:10
99:12,19	27:12 32:18	115:6 116:18	167:14	62:13 72:22
100:4 102:7	35:9 37:18	117:14	transferred	103:7 117:18
104:21	46:15 50:16	120:18 127:6	10:10	141:3
105:13	62:19 73:14	127:9 145:1	treat 19:18	typewriting
108:14	76:13,14	145:17	treated 145:20	167:11
109:19	77:17 78:14	147:20,21	treatment	typical 57:21
113:11	79:10,12,14	166:3 167:7	17:10 138:20	typically 57:22

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

36

76:17	62:4,20	18:5 20:20	73:2 76:20	16:17,19
U	71:15 72:18	22:3,4,7	81:9 83:12	17:9,22
Uh-huh 97:14	72:19 73:11	24:18 25:20	121:6 131:14	20:18,19
146:18	73:17 136:13	29:15,21	135:19 136:8	21:7 25:10
ultimate 46:17	144:5,8	30:2,21	136:22	50:21 97:1
ultimately	145:9 147:4	34:15,18,20	141:13	utilized 14:15
48:18 113:12	154:2 158:2	37:3 38:14	145:11	42:3 51:18
114:7 116:5	162:20	40:20 64:6	used 15:11	74:3
117:2	understanding	68:5,7 69:13	16:12 17:1	utilizing 56:2
umbrella 43:1	57:22 60:1	69:14 73:22	31:19 38:7	U.S.A 75:1
43:5	60:15 61:2	83:8 89:16	40:4,5 51:20	V
unaware 19:11	61:18 73:1,9	95:11 103:13	53:9 57:1	variability
37:11 146:8	128:13,18,21	113:11	60:11 68:22	52:17
165:1	150:16	115:20 116:3	69:2,10 75:1	variation 39:1
uncommon	152:19	116:3,12	75:2,6 80:14	69:22 87:20
41:19	158:11	151:15	80:20 81:18	123:8 131:5
under 7:20	understood	update 68:4	82:8 83:2	131:7
16:10 42:22	13:16 55:7	updated 63:12	96:11 124:20	variations
43:2,5 45:16	55:15 59:19	68:3	125:19 137:3	38:19,22
64:6,21	undertake	updates 37:9	137:10	47:1
70:19 72:20	130:11	37:18	143:21 144:9	varied 111:4,5
76:16 99:14	undertaken	upon 87:3 96:7	145:12	111:7,8,10
99:17 100:3	152:6	134:2	155:22 158:2	128:6
108:7,18	underwriting	upper 72:16	uses 84:10 85:3	varies 46:20
109:2,8	46:15	upwards 29:8	using 56:19	52:16 69:19
120:2 121:12	unit 27:17	us 25:3 35:19	61:5,8 74:7	136:11,15
122:10	39:13 67:4	68:15 72:4	74:17 81:3	various 114:17
128:21	94:9	75:1 77:7	82:22	151:12 160:5
130:12	United 26:15	87:10 90:17	usual 71:12,17	vary 12:21
133:17	49:2	95:16 102:21	71:19,22	70:1 111:1,3
134:14 137:9	universities	112:8,18	72:5,7,9	123:4 162:7
141:15	10:15	116:8 120:7	103:1	varying 46:8
167:11	University	121:7 125:17	usually 34:8	131:2
undergradu...	10:10,11	131:21 132:1	116:2	vendor 110:20
10:9	unless 9:4 92:7	142:6 145:8	10:10 40:19	126:16
understand	20:20 24:18	use 12:2 16:2	43:21 44:2,4	vendors 35:2
7:21 8:6,10	25:20 29:15	17:7,8 18:7	44:9 49:3,5	110:10 129:2
8:22 9:6	30:21 38:14	28:3 30:18	49:13 87:2	Version 4:8,12
12:17 22:21	40:20 83:8	38:3,6,9,14	116:13	4:16
23:1 44:7	134:1	50:21,22	117:10 163:4	versus 86:4
52:4,6 53:17	unwilling	56:4,11	167:3,6	129:17 140:3
53:21 54:16	122:6	60:12 62:10	utilization 15:6	very 20:11,13
54:22 59:21	up 15:15,15	69:17,18	15:9 16:2,7	78:4 87:2

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

37

103:12	way 10:5 45:7	106:3,11,14	59:15 61:1	29:16 37:11
127:14	111:3 115:3	106:15,15	73:9 98:11	38:3,6,17
137:13	116:12	108:6,12,14	138:9	40:17 43:3
151:13,16	126:20	109:9,11	when 19:2,7	44:6,16,18
Vickie 1:21	129:12	111:9,11,12	21:13 23:21	45:16 46:7
167:5	130:19	112:9,19	27:22 30:14	52:6,9 62:18
volume 12:5,7	134:12 139:6	113:1,6	32:8 35:3	65:12 66:20
14:16 26:16	139:11	114:5,16,17	36:16 37:1	76:17 77:2
58:10 87:5,6	ways 34:12	115:7,8	38:6,11	92:4 93:4
88:5 130:17	40:3 52:12	116:4,5,7,8,9	56:11 59:12	95:5,9 97:7
145:8 157:22	Weber 163:3	116:10	77:7 82:18	100:6,13,22
158:4 160:11	week 9:13	117:11,18	101:11,18	102:2,4
160:13	weekly 34:22	120:1,2	104:13	106:4 107:7
volumes 158:5	66:7	122:6 128:6	106:13	110:20
<hr/>				
W				
WAC 13:20	weight 16:12	128:7,8,8,9	109:14 110:1	111:18,22
14:2,4,6	well 8:15 12:16	129:17	115:3 117:21	113:14
38:20 39:15	93:13 142:8	134:15,18	125:7,10,12	114:17,20
39:16 52:15	went 37:1	137:1 140:2	127:4 135:19	115:16
53:11 58:11	38:13 88:9	140:3 147:5	144:6 158:3	118:13
59:22 60:4,7	94:8	148:21	where 10:11	127:15 130:2
60:11,12,12	were 11:3,11	149:17,17,20	11:1 17:6	130:2 134:6
60:16,18	11:15 12:12	149:21 150:3	28:9 34:6	136:7,9
61:2,6,8	15:8,14,15,19	151:3,6	52:16 53:2	140:18
68:17 77:8	17:14 18:2	155:5,21	55:14 58:3	145:10,10
77:11 129:1	19:14 21:1	163:16	66:1 88:21	157:11 159:8
129:2 150:4	23:21 24:2	165:10,16	94:8 108:12	164:9 165:13
150:4,8,9,13	25:13 27:9	167:7,10	117:20 153:7	while 11:11
151:3	27:11,11,18	West 1:17 2:20	whereas 162:9	51:14
WACs 40:12	28:7,11,18	we'd 8:19	WHEREOF	who 27:8 37:17
wait 8:3	29:17 30:19	16:15 33:19	167:15	48:21 54:11
walk 30:2	31:7 32:2,11	we'll 35:11	wherever	54:15 61:15
want 17:4	32:14 33:5	we're 33:13	35:10,10	75:14 96:14
19:18 115:18	34:8,10 37:1	49:14 127:12	whether 15:15	whole 167:9
124:13	38:6 40:8	136:20 161:8	15:16 16:10	wholesale 1:7
wanted 29:22	42:5 56:7,8	161:10	42:8 50:17	12:20 13:17
103:16	58:13 62:21	we've 40:1	73:22 125:20	25:9 36:3
wants 23:8	64:17 79:7	42:16 52:14	147:16	41:1,12,17,21
warehouses	82:18,20,21	66:1 92:15	152:19	52:1,5 59:22
86:11	86:2 89:7	129:9 151:18	which 9:11	60:2 93:15
Wasatch 93:4	95:9,11 96:6	152:5 153:1	10:10 13:9	94:20
Washington	100:22	whatever	14:1,15	wholesaler
2:14	102:17,22	78:13	20:21,22	11:22 12:22
	103:3,15,16	what's 49:5	21:2 25:4,7	13:8 25:7,8
	104:17,20	54:5 59:10	27:17 29:5	wholesalers

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

38

49:19 58:4	111:11,12	106:13	102:19 103:3	Yeah 124:4
58:21 61:12	121:7 151:10	115:22 153:1	103:5,8	year 11:9
61:15,19	153:11	working 10:9	104:3,4	33:16 110:7
124:2 129:2	willingness	25:11 54:7,8	106:11	160:21
whom 21:7	93:2 113:12	54:15 61:3	107:18	years 10:9 54:7
23:20 58:1	121:15 122:1	97:3 125:6	110:18 112:8	129:11 155:8
122:4 147:21	163:11	works 90:19	112:10,17	yet 17:1 95:17
who's 8:2	window 115:16	would 7:11	117:19,21	96:7 154:10
48:19	withhold	10:5 12:2,19	118:1,15,18	your 7:11 9:5
why 35:16 56:4	164:13,17,21	13:3,5,6	120:3 121:13	10:6,14 11:3
59:5 65:7	within 16:1	14:10,11,12	123:10	11:19 12:11
69:20 70:4	22:5,19	15:10,12,17	128:11,21	15:4,8,19
74:20 85:20	24:12,17,17	16:2,5,9,12	129:20	18:20 20:8
86:14,17	26:14 28:2	16:19 17:10	130:10 131:9	21:6,21
89:21 92:11	30:18 31:3	17:12,19	133:1 134:16	23:10,20
94:19 96:6	32:3 35:22	18:4 19:5,20	134:21	30:14,15
98:13 103:10	38:8 46:8	20:1,13,14	135:13 137:2	33:5 34:13
106:9 107:12	49:5 56:6	21:18,19	137:6,11,13	36:15 53:9
121:1 125:14	59:19 61:3	22:3,6 23:2	138:17 139:1	54:15 58:12
134:21	64:14 72:3	26:1,9 27:21	139:20,22	58:19 59:14
145:19	77:20 86:22	27:22 28:2,6	140:20	60:15 61:1
151:10	87:1 112:7	28:20 29:1,5	142:11 144:6	69:9 73:9
154:14	116:7 126:21	29:7 33:13	144:13	74:2 94:5
widely 12:21	127:12	33:15,18,18	145:14,15	116:1,11
will 9:3 38:19	135:12	33:20 34:11	147:14 148:9	118:11
41:19 46:8	154:22	35:7 39:2,8	149:13	121:10
62:9 65:4,17	witness 3:5 7:6	40:2 42:7	151:12,16	122:10
65:18 68:7	80:3 166:4	49:14 54:6	154:1,20	123:13,18
68:13 73:12	167:8,15	54:19,20	157:8 158:2	125:1 129:22
73:13,15,18	wondering	55:1,19	158:8,13,20	135:11 139:6
73:21 77:21	79:16	56:22 58:16	159:2 160:11	143:12
78:13 84:4,8	work 10:9 11:6	58:18 59:2,6	160:14,18,20	144:10 150:1
91:7 95:15	14:19 26:9	59:17 60:10	161:8,10	151:2 162:7
117:2 133:22	28:6 55:18	61:9 63:11	written 41:16	162:9 166:3
138:19	68:15,16	65:8,14	41:16	you'd 30:1
140:13 142:9	96:21 130:9	66:11 67:11	Wyoming 44:1	133:5
144:16 146:9	149:22	67:17 71:10	87:2	you'll 92:13
146:12	157:22	71:18,19	<hr/>	97:22 116:1
151:22	160:10	72:19 75:11	X	159:9
156:18 159:3	worked 10:11	82:22 83:16	X 3:3,12 4:3	you're 7:20
159:4,7,11,11	10:19 11:4,7	84:22 88:3	5:3 6:3	8:22 44:20
162:7	14:21 15:14	92:3,21 93:5	XYZ 115:19	58:1 65:18
willing 72:20	25:17 28:16	97:6 98:2	<hr/>	151:14
98:6 111:9	53:8 54:12	99:3 100:19	Y	162:19

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

39

you've 29:8 41:3 104:9 145:13 150:6 154:15	008 5:9 126:2 009 5:13 137:14 01-CV-1225 1:7	132:7 137 5:13 138 126:6 139 79:10 14 131:12,22 137:9	1995 26:1,4 107:11,13,16 107:21 158:6 158:15 1996 22:14 51:11 83:8,9	31:5,16 32:7 33:8 20004 2:14 2001 6:8 30:11 164:6,13 2002 29:15 101:13,18 102:15 103:11 2003 5:7 29:15 101:13,18 103:11 119:17,22 120:1,14 2004 1:19 3:16 5:10 7:1 63:14 138:12 155:6 167:17 2006 167:22 202 2:15,16 21 24:16 43:8 52:15 150:17 22 52:15 150:17 23rd 167:16 24th 63:14 25 27:1 86:22 151:8 26 62:20 27 167:22 28 119:1 3 3 9:15 48:6 79:4,9 80:12 80:13,21 81:3 83:15 92:4 99:9,9 100:4 140:13 3.01 144:17 3.8 97:7 3:00 166:7 30 28:21 86:22 90:4 93:5,5
Z	010 5:17	140 92:4 93:16	104:15,16	101:13,18
zeros 159:9	142:16	142 5:17	107:4 108:11	102:15
\$	011 5:20	144 97:7	108:17,19	103:11
\$15 47:15	156:15	1456 1:6	109:14	2003 5:7 29:15
\$2 83:22 84:1	012 6:6 159:17	149 83:16	158:10,15,22	101:13,18
92:19 106:5	013 6:8 164:2	84:18	1997 14:22	103:11
\$2.50 84:5,5	02142 2:7	15 20:6 83:22	15:6 18:18	119:17,22
\$20 47:17	1	84:5,19	18:22 21:13	120:1,14
\$239 138:19	1 5:6,10 9:9	85:10,16	23:15 25:19	2004 1:19 3:16
139:7	48:4 138:18	89:4 92:18	55:18,19	5:10 7:1
\$25 47:17	1st 119:17,22	92:21,22	97:21 125:7	63:14 138:12
0	120:1,13	93:3 115:16	144:10,13	155:6 167:17
000006 3:21	138:12	115:20 116:1	1998 40:20	2006 167:22
000026 3:21	1,000 93:20	15th 158:8	55:6 110:5,7	202 2:15,16
000028 5:7	94:18 95:19	1500 121:8	110:9,15	21 24:16 43:8
000043 5:8	10 142:19	152 79:10	1999 20:20	52:15 150:17
000056 5:15	143:18,22	153 79:12,20	21:20 23:19	22 52:15
000075 5:16	165:14	156 5:20	23:21 24:3,9	150:17
000103 5:18	100 4:18 93:20	159 6:6	24:18 30:5	23rd 167:16
000133 5:19	94:8,17	163 84:8,14	40:7,20	24th 63:14
000136 5:11	95:13,17	164 6:8	82:20 83:5	25 27:1 86:22
000138 5:12	96:7,8	166 79:12	109:14 110:3	151:8
000139 4:9	103 142:20	167 79:14	114:8 138:10	26 62:20
000152 4:9	11 156:17	168 79:21	138:15	27 167:22
000153 4:13	1111 2:13	17 52:18	159:21	28 119:1
000166 4:13	113 144:16	150:18	163:17,21	
000167 4:16	118 5:6	177 84:22 85:6	1999maf 6:6	
000180 4:17	12 14:13	18 52:18		3
000182 4:21	159:20 163:2	180 79:14		3 9:15 48:6
000186 4:21	121 146:9	182 100:14	2	79:4,9 80:12
001 3:15 9:10	122 146:11	186 100:15	248:5 62:16	80:13,21
002 3:18 62:17	126 5:9	19 22:14 65:13	63:3,15	81:3 83:15
003 4:6 79:6	13 1:19 7:1	118:6	2.50 92:19	92:4 99:9,9
004 4:10 79:6	106:5 108:20	1988 110:2	106:5	100:4 140:13
005 4:14 79:6	164:5	1993 11:10	20 16:22 17:3,4	3.01 144:17
006 4:18	13.5 84:19 85:9	19:6,7,12	108:15 162:9	3.8 97:7
100:12	134 142:20	55:19 61:4	200 64:16	3:00 166:7
007 5:6 118:19	136 126:6	83:7 107:11	151:15	30 28:21 86:22
			2000 30:11	90:4 93:5,5

Eric Cannon
30(b)(6)Highly Confidential
Salt Lake City, UT

September 13, 2004

40

116:3 30th 110:3 30(b)(6) 1:10 300 12:9 31st 110:2 138:12 33 64:9,10 34 67:8 349 67:4 35 122:19 36 122:20	<hr/> 6 <hr/> 6 9:15 62:19 100:11 101:3 101:9,17 102:1,6 103:20 617 2:8 62 3:18 66 138:18 140:12		
<hr/> 4 <hr/> 4 79:4,11 81:6 81:14 82:2 84:9,9 99:9,9 100:4 4th 2:6 40 17:4 93:5,6 43 119:2 442-4678 2:22 4646 1:17 2:20 47 131:3 482-3700 2:8	<hr/> 7 <hr/> 7 3:8 118:22 739-3001 2:16 739-5860 2:15 75 137:18 75% 133:22 79 4:6,10,14		
<hr/> 5 <hr/> 5 79:5,13 82:4 82:10,16 85:1,2 99:9,9 100:4 5,000 94:10 95:19 5-24-2004 3:20 50 26:20 43:11 44:7 50%tile 158:7 50,000 29:8 500 12:9 93:20 94:17 51 141:14,18 142:7 55 43:12 56 43:12 137:18	<hr/> 8 <hr/> 8 126:5 135:8 8/97 144:5 801 2:22 84120 1:18 2:21		
	<hr/> 9 <hr/> 9 3:15,16 137:17 9:40 1:20 7:1 90s 31:15 94 19:6,7 95j 156:20 96 110:6 97 110:6 98 97:21 110:6 99 97:22 110:12 138:12		